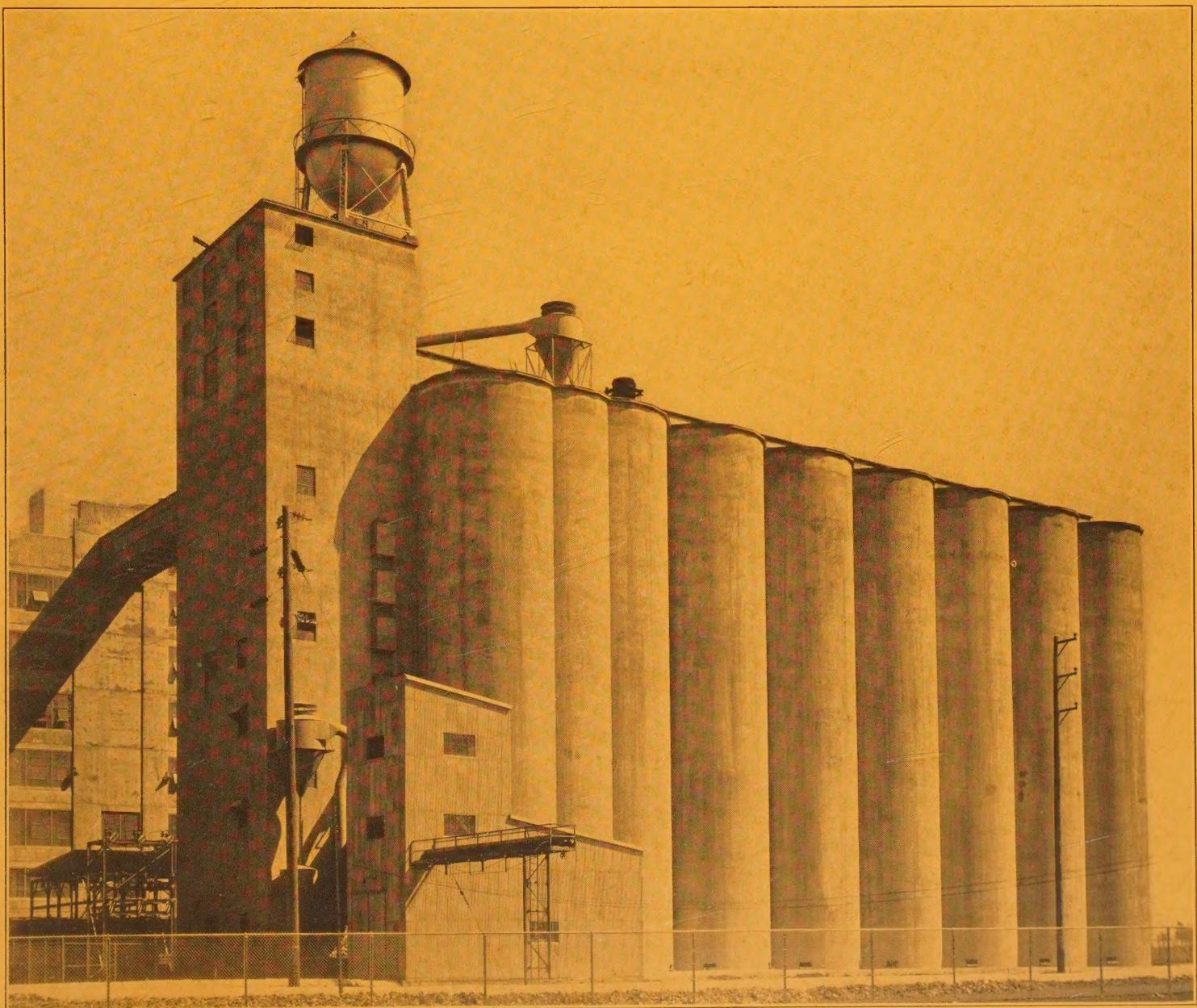


# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*



New 1,250,000 bus. Concrete Elevator of General Foods Corporation at Kankakee, Ill.  
[For description see page 475]

# Directory of the Grain Trade

**In Organized Markets Only Members of the Local Grain Exchange Will Be Listed**

**HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.**

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Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the Post Office at Chicago, Ill., under the act of March 3, 1879. Vol. LXXX. No. 11. June 8, 1930.

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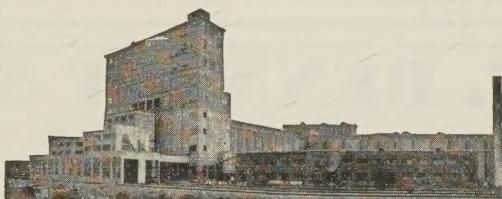
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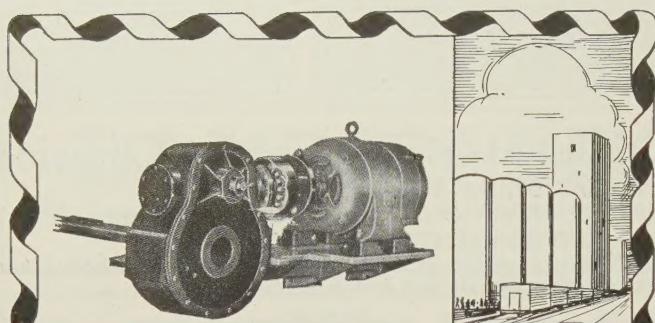
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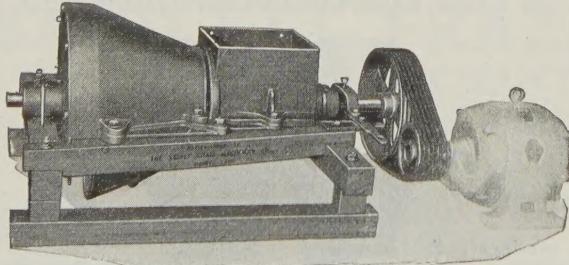
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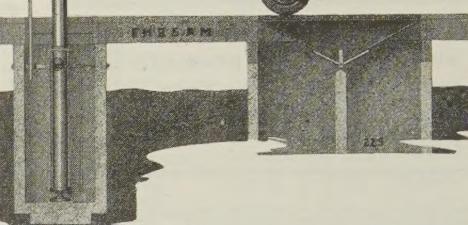
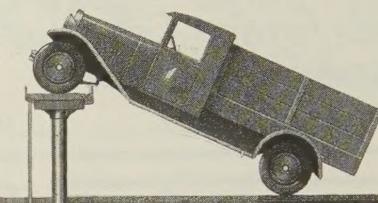
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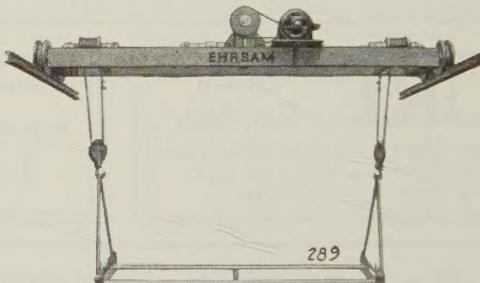
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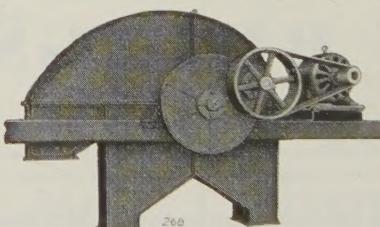


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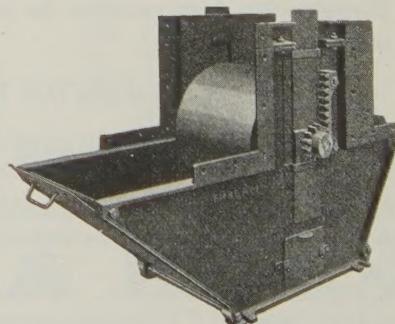
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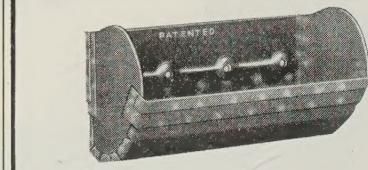
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MOLINE, ILLINOIS

## GRAIN ELEVATOR BUILDERS

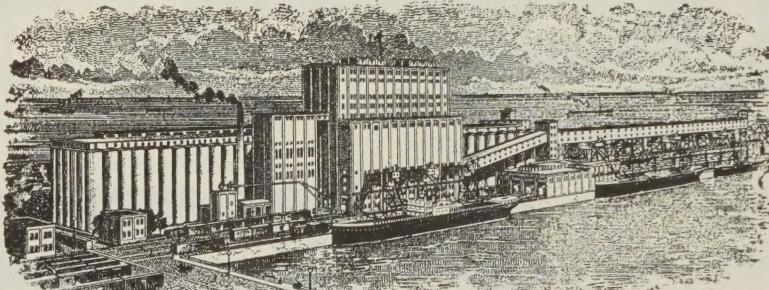
**HORNER & WYATT**  
*Engineers*Designers of Grain Elevators  
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE KANSAS CITY, MO.

**ZELENY**  
Thermometer System

Protects Your Grain

Estimates cheerfully given.  
Write us for catalog No. 6.**Zeleny Thermometer Co.**  
542 S. DEARBORN ST. CHICAGO, ILL.Capacity  
5,000,000  
Bushels

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

H. G. ONSTAD  
PRES.-GEN MGR.  
Phone Harrison 8884**JAMES STEWART CORPORATION**  
ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOISEquipped with  
Four Stewart  
Link-Belt  
Grain Car  
UnloadersL. V. HEUSER  
VICE-PRES.**Santa Fe Elevator "A"**

Kansas City, Kans.

Capacity  
10,500,000 Bushels

105 W. Adams St., Chicago

**JOHN S. METCALF CO.**  
Grain Elevator Engineers and Constructors460 St. Helen St., Montreal  
12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

**Don't Breathe DUST  
Wear a DUPOR...  
New-Automatic-Rubber  
RESPIRATOR**

Maximum Efficiency because of DOUBLE FILTER CHAMBERS! (Patent 2,000,064.) Two-in-one protection at lower cost than old types! Revolutionary construction, light weight, collapsible to fit the pocket! Easy breathing—clear vision—with unique Face Cloth for comfort. Why Breathe Dusts, Paint Sprays, Fumes, etc. ORDER YOUR "DUPOR" TODAY! PRICE \$18.00 per dozen. Extra Pads, 1c each.

**H. S. COVER** 1937 Chippewa St.  
South Bend, Ind.● Send \$1.50 Today  
for SAMPLE!**INCREASED CAPACITIES--**

A complete stock of every type of bucket, leg belt, head pulley, motor and head drive enables us to quote you promptly and exactly on the proper equipment to increase the elevating capacity of your elevator legs to any speed you may desire, yet keep power costs low.

*Write us about your needs.  
No obligation, of course.*

**WHITE ★ STAR ★ COMPANY**  
WICHITA, KANSAS

# GRAIN ELEVATOR BUILDERS

**A. F. ROBERTS**

Construction Co.

Designers and Builders  
ofAny Type Grain Elevators  
Sabetha Kansas**YOUR ELEVATOR**can be brought up-to-date for less than  
it is costing you to operate it. Ask for  
our recommendations and estimates on  
modernizing your plant.Reliance Construction Co.  
5221 N. Penn. St. Indianapolis, Ind.**EIKENBERRY CONST. CO.**ENGINEERS — CONTRACTORS  
GRAIN ELEVATORS FEED MILLS  
MACHINERY INSTALLATIONSWrite Us—No Obligation  
P. O. BOX 146 BLOOMINGTON, ILL.

**VAN NESS**  
CONSTRUCTION CO.  
**OMAHA, NEBRASKA**  
Building or Modernizing  
Prompt Service in 8  
Surrounding States

## CAR LOADER Repairs

We have repair parts for all makes of Boss Car Loaders, either old or new style. You can save time and money by using standard parts.

The Pneumatic Grain Machinery Corp.  
**DAYTON OHIO**  
When ordering give complete dimensions  
of part required.

**A. Clemans Construction Co.**

SOUTH SOLON, OHIO

Designers and Builders  
Concrete Grain Elevators, Coal Pockets,  
Feed Mills

## J. H. FISCH CO.

Elevator Builders and Movers  
Barnesville, Minnesota

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CONSTRUCTION OF  
Grain Elevators—Feed Mills—  
Flour Mills—Coal Pockets  
RYAN CONSTRUCTION CO.  
503 Keeline Bldg. Omaha, Neb.

**HOGENSON**Construction Co.  
Designers and Builders  
Elevators, Feed Mills, Warehouses  
REMODELING  
Corn Exchange Bldg. MINNEAPOLIS, MINN

## T.E. IBBERSON CO.

### GRAIN ELEVATOR BUILDERS

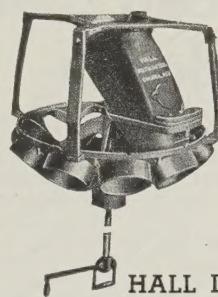
Feed Mills Coal Plants  
Repairing and Remodeling

MINNEAPOLIS MINNESOTA

### WE BUILD GRAIN STORAGES

29 Years' Experience  
Send us your inquiries  
POLK GENUNG POLK COMPANY  
Fort Branch, Indiana

## THE HALL LEADS THEM ALL



For dependable service install the HALL Signaling Non-mixing Grain Distributor.

Simple construction with only two moving parts.

HALL DISTRIBUTORS installed over forty years ago still in operation.

*Write for Catalog TODAY!*

HALL DISTRIBUTOR COMPANY  
1504 Grant Street Omaha, Nebraska

## Scale and Credit Tickets

This duplicating book is formed of 100 leaves of white bond paper, size 5 1/2 x 13 3/4 inches, machine perforated for easy removal of tickets; 100 leaves yellow post office paper for the 500 duplicates which remain in the book and 4 sheets of carbon paper. Order Form 51. Price \$1.15 f. o. b. Chicago. Each ticket provides spaces for "Number, Date, Load of, From, To, Gross ..... lbs., Tare ..... lbs., Net ..... lbs., Net ..... bus. \$..... Due to or order, ..... Weigher."

Check bound, well printed. Shipping weight 3 lbs.

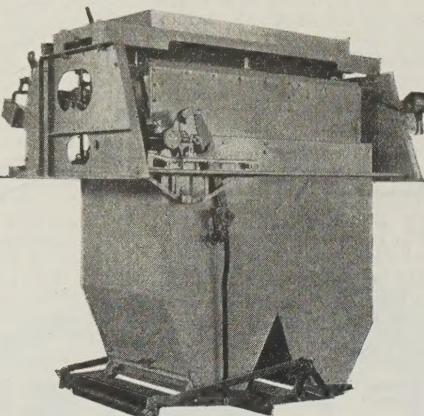
### Grain & Feed Journals

Consolidated

332 So. La Salle St.

Chicago, Ill.

## The Right Way to WEIGH--



### THE RICHARDSON ALL-AUTOMATIC GRAIN SCALE

The right way to weigh because it loads accurately more cars in less time . . . provides positive records of grain shipped . . . requires minimum amount of headroom.

Richardson Grain Scales are the most ECONOMICAL, PRACTICAL and CONVENIENT method of weighing grain at country elevators.

## RICHARDSON SCALE COMPANY

Clifton, New Jersey

MINNEAPOLIS . OMAHA . WICHITA . CHICAGO . SAN FRANCISCO

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**INDIANA:** Bargain sale or trade. Address 80K14, Grain & Feed Journals, Chicago.

**SMALL** new elevator, splendid territory, 3 acres land; also house; ready to go; \$1,500. J. W. Thomason, Pine Village, Ind.

**NORTHWESTERN IOWA** — Elevator, cribs, good condition; 2 million pounds capacity; best popcorn producing section; Lake View, Sac County, Iowa; on C&NW Ry. Albert Dickinson Co., Lock Box 788, Chicago, Ill.

**ALWAYS HAVE GRAIN ELEVATORS** for sale. If you are in the market write me fully as to amount you wish to invest and location desired. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**ORD, NEBRASKA** — Elevator, warehouse, cribs, cob house, two track scales; 3 million pounds capacity; good condition; irrigation project for 38,000 acres in this fertile valley will soon be finished; on Burlington and Union Pacific Railways. Albert Dickinson Co., Lock Box 788, Chicago, Ill.

**NORTHERN ILLINOIS REAL BARGAIN.** A LARGE, ACTIVE CORN SHIPPING STATION. 150 CARS OR MORE ANNUALLY IN RICH N. ILL. CORN AREA. PRICED TO MOVE QUICK FOR CASH TO CLOSE ESTATE. NO TRADES. HOLCOMB-DUTTON LBR. CO., SYCAMORE, ILL.

## FOR SALE

10,000 bushel cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska.

Cribbed grain elevator, 35,000 bushel capacity, 11 bins; flour and feed house; office and engine room, office equipment. Located at Nunda, South Dakota.

8,000 bushel elevator with 22,000 bushel storage annex located in southern Nebraska. A real bargain. Bladen, Webster City, Nebraska.

FOR FURTHER INFORMATION WRITE:  
Omaha Bank for Cooperatives  
Farm Credit Building,  
Omaha, Nebraska

## ELEVATORS FOR SALE OR LEASE

**BALLOU, ILLINOIS**, on Wabash Ry., grain and coal business for sale or lease; reason: wish to retire. Address 80L2, Grain & Feed Journals, Chicago, Ill.

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....

## FEED MILL FOR SALE

**NORTHWEST IOWA** Feed mill with huller, grinder, and mixer; ill health. Ames Poulsen, Alta, Iowa.

## BUSINESS OPPORTUNITIES

**FOR SALE**—50 bbl. flour and feed mill, also coal business; located on railroad siding; electric power. B. F. Nichols, Plainview, Minn.

**FOR SALE**—The plant of Jameson Hevener Co., St. Paul, Minn., wholesale and retail feed, seed, flour, etc.; warehouse, feed mill, garage, elevator, trackage on C. G. W. Ry.; also 30,000 bu. elevator at Coates, Minn. Write for full particulars. Jameson Hevener Co., St. Paul, Minn.

## SITUATION WANTED

**WANTED**—Position as manager of grain elevator, expert mechanic, experience in coal, feed and all side lines; best of reference furnished. Chas. C. Inglis, Alexandria, Ind.

**EXPERIENCED** grain man; 20 years with line company as manager of elevators and auditor. Can furnish best references. Address 80L6, Grain & Feed Journals, Chicago.

**WANT** position as elevator manager; 20 years in grain, feed and coal business; auditing and accounting experience, can furnish references. D. B. Davidson, Blue Mound, Ill.

**WANT POSITION** as manager; 17 years' experience; competent to handle all side lines; familiar with Illinois-Indiana customs; age 42; reliable references; can change in 30 days. Address 80E13, Grain & Feed Journals, Chicago.

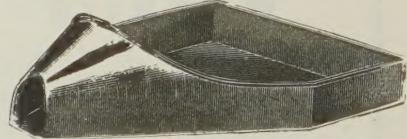
**WANTED**—Position as manager of elevator or feed plant, or both; experienced in handling large volume of grain and feed; formulating feed formulas; feed sales, manufacturing, advertising, promotional work; age 35; successful record. Write 80K4, Grain & Feed Journals, Chicago.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x15¼", \$2.00; Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

A is for Loss of Weight in Transit Claims.  
B—Loss in Market Value Due to Delay in Transit.

C—Loss in Quality Due to Delay in Transit.  
D—Loss in Market Value Due to Delay in Furnishing Cars.

E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.

411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain & Feed Journals**  
CONSOLIDATED  
332 South La Salle St. Chicago, Ill.

**MACHINES FOR SALE**

**MIXER:**  $\frac{1}{2}$  ton & motor, \$100.00. W. W. Pearson, Reynolds, Ind.

**FOR SALE**—McDeering power unit & grinder; feed mixer. LaOtto Grain Co., LaOtto, Ind.

**CORN CUTTER & Grader**—has motor—used very little. 79N12, Grain & Feed Journals, Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

**NO. 3 MONITOR** receiving separator, wheat and bean screens, in good condition, will sell cheap. Lenox Elevator Co., Richwood, Ohio.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**FOR SALE**—9x30 Double Roller Mills; 50 bu. Meal Dryer; Small Hammer Mill; Prinz-Rau Cylinder Oat Grader; 100 h.p. Motor; 9x24 Rolls only, Sharp 9x18 Rolls only, sharp; Large Louisville Dryers. Schreiber Mills, St. Joseph, Mo.

**FOR SALE**—No. 3-T Jay Bee Hammer Mill; 1 Jay Bee Crackerjack Hammer Mill; 1 No. 7 Rotex Sifter, 2 screens; 1 No. 12 Western Corn Sheller; 1 No. 000 Barnard & Leas Scalping Screen; 1 Single Screen Shaker, 24"x40"; 1 Two Screen Shaker, 36"x48"; 1 No. 309 Howes Horizontal Batch Mixer. General Mills Equipment Co., 2021 Pennsylvania Ave., Kansas City, Mo.

**SELL YOUR SECOND HAND** Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**MISCELLANEOUS**

**ALL ABOUT—SOYBEANS—THE WONDER FOOD**—Dr. Ferri's 64 page booklet, 35c postpaid. Modern Health Foundation, 1 N. Western Ave., Chicago, Ill.

**BULK OIL STATION EQUIPMENT FOR SALE**

2-12,800 gallon vertical tanks, 2-12,000 gallon vertical tanks, Twin Viking pump, engine and piping, also some service station equipment. Located in good agricultural territory in western Iowa. Cromwell, Union County, Iowa. For further information write Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Neb.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

**MOTORS—GENERATORS ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**REBUILT ELECTRIC MOTORS**—Save 50% on your motor cost and secure fully reconditioned motors—all types and sizes—one year guaranteed. High speed and enclosed motors for mill and elevator service our specialty. Complete motor repair and rewinding service. Send for Bulletin No. 55, thirty two illustrated pages of motors, compressors, etc., at money saving prices. Rockford Electric Equipment Co., 728 So. Wyman St., Rockford, Ill.

**SEEDS FOR SALE**

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Buro, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**SCALES FOR SALE**

**FOR SALE**—15 ton 18 ft. Fairbanks scale with dial, also one 10 ton 16 ft. Dillon Scale Co., Dallas, Texas.

**SCALES**—Motor Truck, Warehouse, Dump, Tank and Hopper, Bargains, New and Used. All capacities. Shipped on 30 day free trial. Bonded Scale Corporation, Columbus, Ohio.

**FOR SALE**

1-10 Ton 22x8' HOWE Ball bearing Dump Scale, timber installation. Bargain at \$175.00 at Sedalia.

1-5 Ton 14x8' FAIRBANKS with recording beam and beam box. \$75.00 Keokuk, Iowa.

1-10 Ton 16x8' FAIRBANKS with recording beam and beam box still in service, with steel, as is, \$200.00 Mexico, Missouri.

1-10 Ton 16x8 FAIRBANKS with recording beam \$175.00 in Kansas.

Address reply to 80L7, Grain & Feed Journals, Chicago, Ill. No dealers need apply.

**Safety Sample Envelopes**

for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size,  $4\frac{1}{2} \times 7$  inches. Have a limited supply to sell at \$2.35 per hundred, 500, \$10.00 plus postage.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 S. La Salle St., Chicago, Ill.

**Improved Duplicating Grain Tickets**

Use of Form 19GT as a scale book saves much time and labor as one writing with the use of carbon gives a complete record and at the same time, a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets  $3 \times 6\frac{1}{4}$  inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book  $7\frac{1}{4} \times 12$  inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.20 plus postage.

Triplinating is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon, 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.65 plus postage.

**GRAIN & FEED JOURNALS**  
Consolidated

332 So. La Salle St. Chicago, Ill.

**McMILLIN TRUCK DUMP****For Electrical Power**

A dump that fits in almost all driveways. Ample capacity for the largest trucks. Will dump either wagons or trucks in one or any number of dump doors. Installation by any handy man. No connection with driveway floor or scales. All parts in plain view of operator and under full control at all times. Completely assembled in steel frame. Rigid construction. Can be raised to any angle; stopped and started at will. No delicate parts. SPEEDY, SAFE and SIMPLE. If considering a dump write us for our very complete descriptive circular which shows complete plans as well as installation instructions.

**L. J. McMILLIN, 525 Board of Trade, Indianapolis, Ind.**

# A DEPENDABLE PROPERTY APPRAISAL



**Is Often the Difference Between  
Getting Or Not Getting**

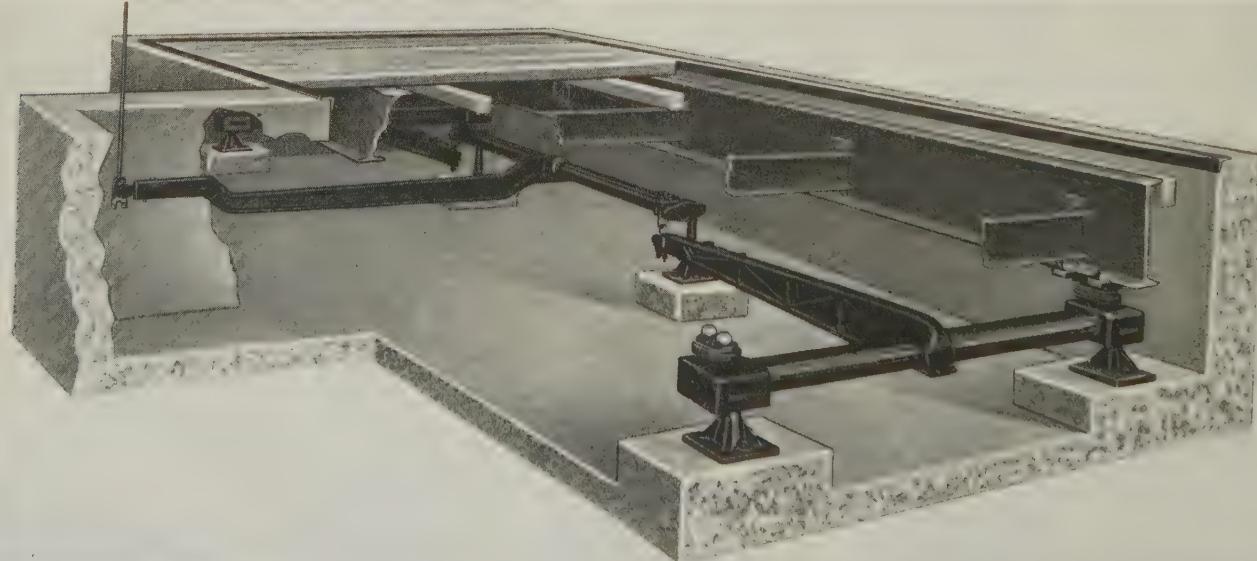
- A Bank Loan
- Full Returns from Insurance
- Reduced Taxes
- Constant Operation

*Dependable Appraisal Proves Your Worth*

For Complete Information Consult

**APPRAISAL SERVICE CO.**  
**Minneapolis, Minn.**

**"Appraisers for the Grain Trade"**



**The Soweigh Heavy Duty Motor Truck Scale** is the only motor truck scale manufactured that has positive moisture protected bearings and knives. You need not be a scale man to realize that the knives and bearings are the "heart" of your scale, and the life of your scale depends upon their protection from the elements. *Address all inquiries to*

**SUPERIOR SCALE CO.**

Delavan, Ill., or Kansas City, Mo.

R. R. HOWELL & COMPANY, Minneapolis, Minn., Northwest Distributor

**SOWEIGH**  
SUPERIOR SCALE COMPANY  
DELVAN - ILLINOIS  
SOWA BROS.

# GRAIN & FEED JOURNALS

CONSOLIDATED

INCORPORATED  
332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 8, 1938

MERCHANTS in all lines of business will protest against the enactment of HR9659 which will empower the census bureau to require all business concerns to furnish more data for the bureaucrats to play with. So much time is now wasted in compiling worthless reports for boards, bureaus and commissions much extra help must be employed to collect the information. This handicaps business but provides sinecures for the ward-heeler.

MERCHANTS who are anxious to obtain relief for their communities from cut-throat competition and swindling practices by irresponsible truckers should read and re-read the remedies prescribed by the field secretary of the Missouri Grain Dealers Association which is published in the running account of its splendid meeting held at Springfield recently. The traveling traders have badly crippled many lines of merchandising and, if given free use of the highways maintained at public expense, will destroy many other lines of business, and eventually, many villages and trading centers.

GRAIN SHIPPERS who fail to have their weighing facilities carefully tested, repaired and sealed before the new crop starts to move to their elevators may some day discover that their scales are directly responsible for the shrinkage in their bank balance.

WHILE the railroads have been preparing for some time to transport a bumper wheat crop, there is no excuse for any grain shipper neglecting to cooper well each car loaded with grain. It costs more to cajole a railroad claim agent to pay for grain lost in transit than it does to cooper the car carefully and prevent leakage in transit.

GRAIN SHIPPERS everywhere will be delighted to learn that new lightweight box cars of welded high tensile alloy steel have affected a reduction of over six tons in the weight of a standard box car and, at the same time, increased the cubic foot capacity 24 4/10%, all of which should enable carriers to increase the tonnage of pay freight hauled by each locomotive.

SHIPPERS who contract time delivery of grain sold must keep in mind the fact that the railroads have given train operators notice of a reduction of 15% in wages, so even though the grain sold may be loaded the last of the month, the railroad employees may not be willing to transport it. Contracts should be made subject to strikes, floods and other conditions beyond control of the seller.

FEED MILL operators who are anxious to prevent the destruction of their plant by an explosion of grain dust will be relieved to know that the manager of the Grandin, North Dakota, elevator, which had part of its roof removed by a dust explosion recently, credited the disaster to the intrusion of a rock to his attrition mill. The more separators, screens and magnets intercepting the flow of grain to any kind of a mill is a good investment, because it not only helps to reduce the dust explosion hazard, but it prolongs the life and promotes the efficiency of the feed mill.

THE HEAVY losses sustained by many elevator operators who tried to handle last year's crops on a narrow margin, will, no doubt, encourage all country buyers to refuse to buy grain except on a safe margin of profit. Investigations of the secretary of the Kansas association, which are reflected in his talk before the Panhandle convention, show the average cost of 68 Kansas elevators marketing grain last year was 3 8/10c per bushel. With that cost confronting them, none are likely to attempt to handle grain of widely varying quality on anything else than six cents a bushel. A perusal of the secretary's figures published in our report of the Panhandle meeting should interest all cautious buyers in safer margins.

TWO months ago the government began buying butter heavily to support the market at 30 cents per pound. As the result of its efforts, butter is now selling at 25 cents. When will the farmers rise in their might and tell the politicians to keep their hands off?

DAMP GRAIN cannot be safely binned in elevators not equipped with a modern grain drier especially if the owner desires to remove the grain from the bins without using a pickaxe. Farmers harvesting crops of small grain with a combine, naturally, prefer to cut the grain before it is ripe thus increasing their handling hazard and the moisture content of grain delivered. Farsighted country elevator men who have a modern drier are not likely to experience any trouble from this source.

GRAIN MERCHANTS who read the unreasonable provisions of the wage and hour bill now pending before the Conference Committees of the two Houses of Congress will get after their representatives in Congress to amend or defeat the bill. When the farmer starts to market the new crop of grain or cotton, he expects to have service night and day until his crop is delivered and the grain merchant who desires to handle his grain will accommodate him by keeping open long hours and Sundays. The theory of the forty hour week and time and a half for overtime may be pleasing to the business agents of the labor unions, but is contrary to the convenience of the farmers. Elevator workers of experience know full well that the long hours expected of them during the early rush of each crop to market will not be needed or required after the rush is over. The Biermann amendment, in the absence of anything better, deserves the hearty support of every country elevator operator.

MERCHANTS who have been pestered by a hoard of bureaucrats with demands for reports and taxes, will be pleased to know that the Borah-O'Mahoney Bill has little chance of passage by Congress during the present session. The lawmakers are anxious to get home and the urgent legislation demanded will keep them busy much longer than they are content to remain in Washington. When they come home, it behoves every merchant to protest to his representatives most vigorously against the enactment of any legislation which will require corporations engaged in interstate commerce to apply to the Autocratic Federal Trade Commission for a license to do business. The annual report to the commission, as well as to every other board, bureau and commission in Washington, will leave little time for many corporations to promote or conduct their own business. So this new handicap proposed by the hyphenated lawmakers will serve principally to increase the difficulties of doing business in this country.

# The GRAIN DEALERS JOURNAL

CORN is credited by an Oklahoma professor with being responsible for an epidemic of sleeping sickness in both humans and horses. However, proof has not yet been established, and it is fervently hoped that King Corn will be able to clear himself of the ridiculous charge.

## Do You Buy or Store Grain Delivered?

Grain buyers of many sections have been experiencing heated controversies with farmers who have sent grain to the elevator by the neighbor's boy, who did not know whether it was for storage or sale, so buyers who have been surprised to find that grain which they thought they had bought at the market, was only sent in for storage.

Of course, if the market falls precipitately, then the owner is anxious to consider the delivery the consummation of a sale. In other words, sharp farmers try to force the elevator operator to give them the put without cost. The result is, that cautious elevator operators are now posting signs in large letters in office and driveway, to the effect that:

"NO GRAIN SHALL BE ACCEPTED for storage except by special written agreement."

Others are posting signs, to the effect that:

"All grain delivered to this elevator shall be considered sold at the market day of delivery, unless special written agreement provides otherwise."

So many disputes have arisen because of a lack of definite understanding regarding grain deliveries, that it behooves all grain dealers to safeguard their bank balance from scheming farmers by leaving no room for misunderstanding as to their intentions. A little precaution in this matter will not only avoid differences and loss of trade, but it may prevent expensive lawsuits.

## Saving Lives and Limbs

Safety campaigns of terminal elevators, as well as other industrials, has proven conclusively that repeated warnings to employees of the hazards accompanying their employment and persistent efforts to school them in avoiding disaster, has brought a most pleasing reduction in the number of accidents and fatalities. The safeguarding of all moving machinery has also contributed a gratifying reduction in the number of accidents.

All thoughtful employers have an altruistic interest in the safety of their employees, as well as a continuation of their regular employment. All recognize that an ounce of prevention of any casualties to their employees is worth tons of so-called cures; so any safety campaign contributes not only to the welfare of the institution, but also promotes and

protects the life and usefulness of the employee.

Last week the Goodrich Bros. Company, of Winchester, Indiana, had an all-day conference with their truck drivers and warehousemen, numbering over 60, in an effort to instruct all workers in the avoidance of accidents and the promotion of safety. While the men were given a dinner at a local hostelry, the manager of a large packing company from the nearby city, explained clearly the splendid results obtained by his company through stimulating the interest of all workers in exercising greater care and caution in their work. The splendid results obtained by every industry which has persistently promoted safety campaigns leaves no doubt as to the ultimate result of the intelligent promotion of every safety campaign.

## Swindling Truckers Make the Headlines Again

We have published so many notices of the sharp practices of trucker traders, it would seem next to impossible for even the sharpest, shrewdest swindler to trade a worthless check to any grain merchant for good grain. However, a Tecumseh, Nebraska dealer accepted a check in the amount of \$120.00 for corn, but was unable to trade it for good money so he had proffered charges against A. A. Rohar and the offender was arrested at Nebraska City recently. His arrest brought to light the fact that he had exchanged another worthless check in the amount of \$200.00 for oats in Butler County, Kansas, and another dealer at Palmyra, Nebraska, who accepted another worthless check for corn has entered complaint against the same offender, so it seems likely that he will discontinue his distribution of worthless checks for a time at least, even though dealers who are not posted on the wiles of tricky nomads will be anxious to secure more specimens of the swindlers' art.

The tracing of stolen grain is so difficult the truckers do not hesitate to gain possession of grain belonging to others and sell it at the first elevator. When the manager of the Farmers Elevator at Stanton, Iowa, discovered that his bins were short 1,800 bushels, investigation disclosed that after-dark visitors with trucks bearing Missouri license plates had removed the corn with the knowledge of neighbors who loaned the truckers scoop shovels. Evidently, watchmen must be kept about every elevator or else all openings securely locked, if the grain contained is to be controlled by the owners.

When all truckers are required to display special license plates and carry a license certificate of identification some of the property now being carried off by irresponsible nomads will be retained by the legal owners.

## Grading Schools Gaining in Attendance

The attendance of 231 country grain merchants at the grain grading school held in the Omaha Grain Exchange last Sunday proves conclusively that country buyers are anxious to grade their purchases accurately in hope of buying on a safer margin. The holding of the grain grading school in the new laboratory of the Amarillo Grain Exchange also attracted a large number of country dealers interested in the grading and classifying of all grain. The holding of these grading schools just prior to the movement of a new crop should encourage all those who have suffered heavy discounts by reason of off-grades to take eager interest in grain grading. Shippers know full well that the dealers in central markets buy only standard grades and, when they accept any off-grade grain, they discount it most liberally.

A large number of these grading schools have been held during recent months and we feel certain that all in attendance who have studiously applied themselves to gaining an acquaintance with the rules and their technical requirements will be able to classify their receipts to their own advantage and profit. Then, too, they will recognize the necessity of mixing thoroughly the grain of each shipment so as to bring the car's contents up to a uniform quality. No observing grain merchant will doubt that a careful study of the rules governing the grading of grain and the technique of grain grading will fail to help him to obtain more satisfactory returns from his shipments.

## Planting Pure Varieties

The many disclosures of reckless planting of mixed varieties of small grain in the same field has explained why so many country shippers are always discounted on their consignments. Naturally, if the country buyer cannot obtain a favorable market for his shipments, he cannot long afford to pay the producer the top of the market, for his motley mixture of mongrel varieties. Careful inspection of many fields, especially in the Southwest, has disclosed an utter absence of any attempt at planting pure varieties. Some enterprising grain merchants have joined with the promoters of crop improvement associations and explained to the wheat growers of their section why shipments from their station are all heavily discounted.

When the farmers of any community will co-operate and all plant the best variety of small grain, suited to their soil and climate, the resulting crop will be of uniform variety and quality which will earn and get for all growers, a higher average price, because it will be much easier for elevator operators to accumulate carload lots of uniform qual-

ity, with the natural result that their shipments will command a premium instead of a discount.

Wheat buyers of southern Indiana are paying a premium of as much as three cents a bushel for grain from fields planted with seed cleaned and treated and the farmers have been found ready to pay well for the proper preparation of their seed, with the result that the buyers have put a large number of cleaning and treating trucks in the field for the accommodation of farmers anxious to earn the three-cent premium. Grain buyers have always preached the planting of clean, plump seed of pure variety, but the three-cent premium talks louder than the best trained orator.

### Fluctuations of the May Future

The history of the three futures, wheat, corn and oats for May, 1938, delivery on the Chicago Board of Trade shows that all had one similarity, they began at the top and ended at the bottom.

**May wheat** made a high of 132½ July 16 and dropped to 85½ Nov. 8 with three intervening rallies of about 5 cents, the decline being in response to the depression in the prices of all commodities during the business recession marking the last half of 1937. During December and January wheat advanced under the expectation of foreign buying and some actual, tho small, British government purchases, to 99¼ Jan. 13.

On about Feb. 15 began those frequent and heavy rains that gladdened the heart of the Southwestern husbandman, who became certain

he would have plenty of wheat to sell tho at a slightly lower price. Fears of damage by frost influenced a 5-cent rally in April to 86½ cents, but bakers, millers and consumers generally hearing of the splendid crop prospects bought cash wheat only from hand to mouth and were rewarded by seeing the future drop to the lowest price on record when the option expired May 26 at 70¾, equal to 41¾ cents under the old gold standard. The lowest price of contract wheat previously had been 44½ cents in December, 1932.

Warehousesmen had good reason to be pleased with this expiration of the near-by future, as it augured storage charges on the coming crop. In November May had sold 6 cents over July, while on May 26 it closed at a discount of 2 cents. For the first time in recent years an expiring May future failed to go out at a premium. During May 1936 and 1937 May sold at a premium of 10 cents over July, and in February, 1937, as much as 19 cents over July.

**Corn** for May delivery was first traded in at 81 cents on July 19, a price governed solely by future prospects without relation to the small visible at that time of only 6,000,000 bus., and when the July, 1937, future that day was selling at \$1.28. During September, October and November the price worked down as it does normally in the fall when a large crop is in prospect to a low of 55¾ cents Dec. 1, a decline aided by unprecedented heavy receipts at primary markets, especially Chicago and St. Louis, early in November.

Foreigners soon discovered the United States corn crop was of superior quality and after the announcement of the government corn loan began persistent and heavy buying. Exports of corn during the 9 months ending Mar. 31 were 44,157,000 bus., against only 220,000 bus. during the like period of 1936-37. During April, 1938, they exceeded 20,000,000 bus.

The government loan took 42,957,463 bus. off

the market. These two bullish factors kept corn prices from sympathizing with the drastic decline in wheat quotations during March and April.

The decline during April and May was due largely to a conviction that there was very much corn back in the country, leading to lack of speculative interest and a shrinkage in the open interest from about 55,000,000 bus. in April to 41,341,000 bus. May 31.

**Trading in oats** for the May delivery was featureless. From the high of 42 July 15 the low was made Apr. 5 at 26 cents, followed by a rise to close to the 30-cent level, expiring at 26¾ cents.

### Dust Explosion at Nashville

Nine men were injured when an explosion of dust blew out the walls of bins at and near a corner of the large reinforced concrete elevator of the Ralston Purina Co., at Nashville, Tenn., at 4:15 p.m., Apr. 29.

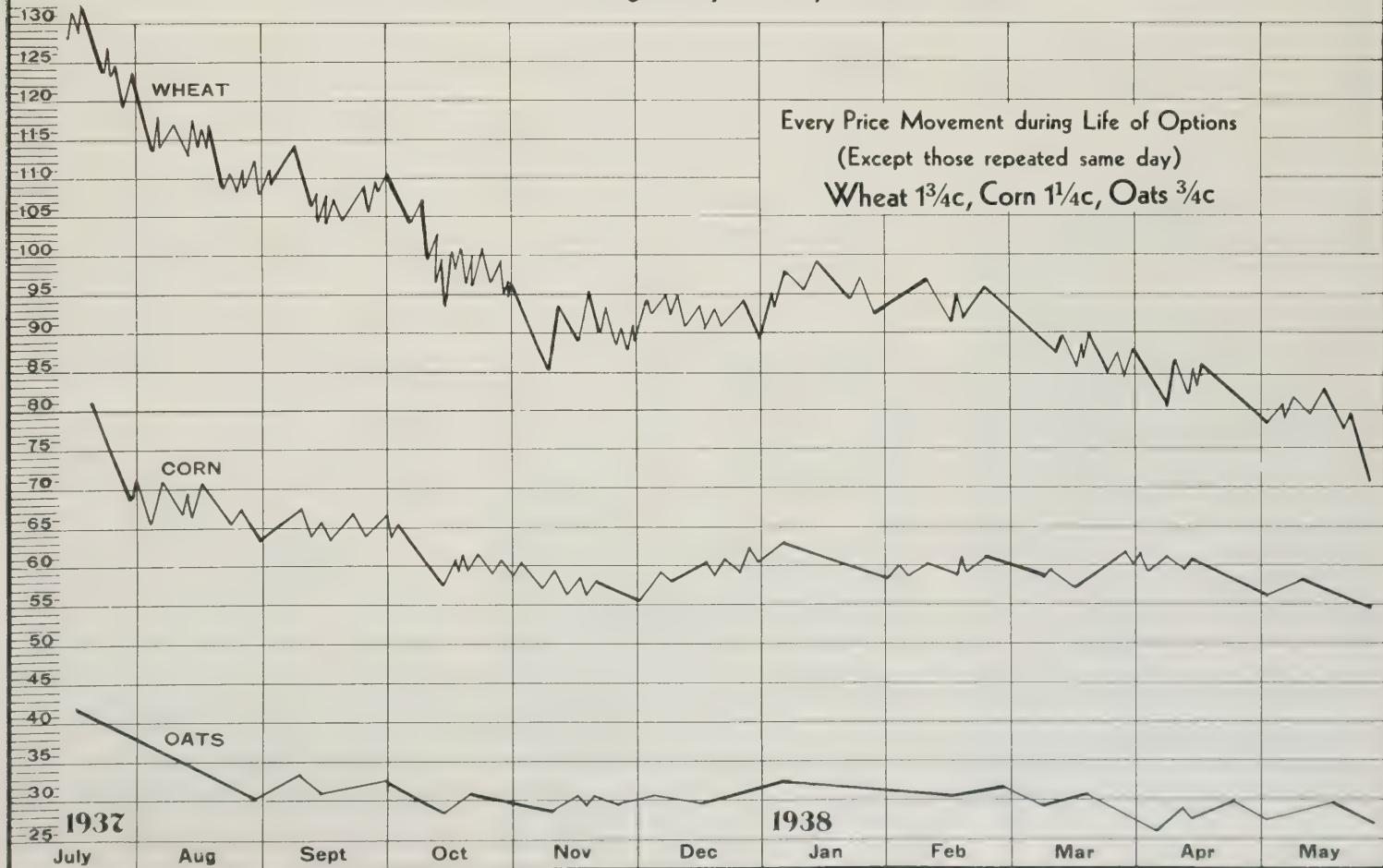
Three bins were ripped open, a hole 50 ft. high and 20 ft. wide being torn in the building. Starting in the basement the explosion is believed to have traveled up the legs to the top of the bins, the upper sections of which showed action by fire. Several explosions followed in quick succession.

The most seriously injured was W. L. Daniels, who was in a bin and suffered burns about the head and body. H. E. Wilkerson, elevator superintendent, sustained burns and cuts and bruises.

A rescue party climbed to the bin where Daniels lay, and while extricating him a block of concrete fell upon one of the party.

A dust explosion occurred in the same plant late in the afternoon of June 20, 1934, when oats and corn were being elevated. At that time the tops of five bins were lifted and crumbled and the leg casings wrecked, with \$20,000 damage.

Fluctuations of Chicago May Wheat, Corn and Oats



# Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

## Dog Food?

*Grain & Feed Journals:* What are the facts regarding production and sale of dog food? How many kennels are there?—K. D., Buffalo, N. Y.

**Ans.:** Based on the number of dog licenses issued and allowing 20 per cent for unlicensed dogs in the cities and estimating 4 times as many dogs per capita in the country there should be about 6,000,000 dogs in the United States, valued at \$60,000,000 and consuming annually about \$6,000,000 in foods, remedies, supplies, etc.

In 1935 there were according to the Census 942 feed manufacturers, many of whom manufactured dog food, their aggregate output being 1,368,000 tons, of which a small percentage was dog food. Chicago has 14 manufacturers of dog food, and 16 operators of kennels.

The classification, uses, selection, buying and preparation of all foods suited to dogs in health and disease is covered in a 254-page book "Feeding Your Dog," by Josephine C. Rine and published by G. H. Watt, New York.

## Storage Capacity in the United States

*Grain & Feed Journals:* What is the total storage of the country? What is the amount of storage capacity in each of the terminal markets? What is the public storage capacity in each of the terminal markets?—F. L. Hague, Minneapolis, Minn.

**Ans.:** Grain storage capacity in the terminals is reported by the Chicago Board of Trade as follows in bushels:

Albany .....	13,000,000	Memphis .....	1,485,000
Amarillo (Tex.) .....	4,000,000	Milwaukee .....	16,665,000
Astoria (Ore.) .....	1,250,000	Minneapolis .....	91,685,000
Baltimore .....	12,750,000	Nashville .....	3,250,000
Boston .....	2,500,000	New Orleans .....	2,622,000
Buffalo .....	50,378,000	New York .....	7,835,000
Burlington (Ia.) .....	800,000	Norfolk .....	865,000
Chicago .....	54,226,000	Ogdensburg .....	650,000
Cincinnati .....	2,590,000	Oklahoma City .....	2,000,000
Cleveland .....	1,450,000	Omaha & C. B. ....	26,485,000
Dallas .....	1,675,000	Oswego .....	1,000,000
Davenport .....	3,025,000	Peoria .....	2,000,000
Des Moines .....	1,325,000	Philadelphia .....	5,490,000
Detroit .....	1,175,000	Port Arthur .....	
Duluth & Sup. ....	50,875,000	(Tex.) .....	500,000
Enid .....	8,300,000	Portland (Me.) .....	2,500,000
Erie .....	1,058,000	Portland (Ore.) .....	2,750,000
Ev'nsville (Ind.) .....	1,545,000	Salina .....	5,000,000
Fairport .....	1,000,000	San Francisco .....	850,000
Fort Worth .....	15,300,000	St. Joseph .....	
Galveston .....	8,365,000	(Mo.) .....	10,352,000
Green Bay .....	800,000	St. Louis .....	15,315,000
Houston .....	2,660,000	Seattle .....	4,867,000
Hutchinson .....	9,150,000	Sioux City .....	3,000,000
Indianapolis .....	5,750,000	Tacoma .....	2,370,000
Kansas City .....	60,932,000	Texas City .....	500,000
Lincoln .....	562,000	Toledo .....	7,920,000
Louisville .....	4,748,000	Topeka .....	1,650,000
Manitowoc .....	2,050,000	Wichita .....	12,292,000

In future trading markets a large percentage of the storage is public to be "regular" for delivery on contract; and under the A.A.A. contemplated wheat loan and insurance much storage will become "public," licensed under the U. S. Warehouse Act.

The private storage at Chicago is 27,658,000 bus., and the public 26,568,000 bus., of which 21,364,000 bus. is under the U. S. Warehouse Act, and 5,204,000 bus. under state license.

Besides the terminals above listed, totaling over 600,000,000 bus., many smaller interior transfer points unloading carload grain such as Cedar Rapids, Ia., Springfield, Ill., Cairo, Ill., have an aggregate of over 100,000,000 bus. storage.

In addition are over 26,000 country elevators and warehouses receiving grain by wagon and truck, with an estimated storage capacity of over 400,000,000 bus.

Thus there is over 1,100,000,000 bus. storage capacity to handle the annual grain crops, which exceed 5,000,000,000 bus.

Fourteen of the 56 markets listed above received 700,396,000 bus. of wheat, corn and oats alone in 1931. A country elevator is designed primarily for handling from wagon to car, and may fill and empty its bins many times in a year, while terminal houses try to hold grain as long as it will earn storage charges.

## Sales Contract Wording?

*Grain & Feed Journals:* What is the wording of the sales contract commonly used by Kansas elevators and mills in purchasing wheat on which payment is deferred?—Williamson Milling Co., Clay Center, Kan.

### Contract No. ....—Non-Transferable

This is to certify that the (Name of Elevator) has this day purchased from ..... bus..... lbs. test red winter wheat, which is now in possession of the (Name of Elevator), who agrees to pay the same price for this wheat that they are paying at the same place for a like grade of wheat at the time this contract is presented for settlement, settlement to be made by July 1, 1939, less 1/30 or 1/16 per bu. per day from date of this contract until it is surrendered for settlement. It is mutually understood that this wheat is not mortgaged and is free of all liens and encumbrances and that upon execution of this contract the (Name of Elevator) becomes the sole owner of this wheat. No agent is permitted to change this contract or make any other agreement.

We agree to the above terms.

By ..... By ..... Seller. Purchaser.

## Effect of Wheat Loan on Marketing

*Grain & Feed Journals:* What effect will the forthcoming government loan have on farmers' sales of wheat?—Anxious.

**Ans.:** By authority of the Agricultural Adjustment Act the Commodity Credit Corporation is directed to make loans on wheat based on the price as of June 15 on the farm if on that date the farm price is below 52 per cent of parity. Parity is a combination of prices of things the farmer buys, freight rates and taxes, and on June 1 was about \$1.14. No one knows what parity will be June 15, but the trend is downwards, and parity may be \$1.13 per bushel at that time, in which case a loan can be made this year if the farm price is below 52 per cent of \$1.13, which is 58 1/4¢ per bushel. The farm price of wheat usually is about 7 1/2 cents under the nearest Chicago future, so that if Chicago July wheat closes June 15 higher than 63 1/4¢ no loan will be made this year under this provision of the Act. The lowest Chicago July has sold this season prior to June 1 is 67 1/2¢. In 1935 July wheat was 5 cents lower June 15 than on the last day of May, so it is possible for wheat to sell under 52 per cent of parity June 15.

However, the Act also authorizes loans on wheat if the July 1 crop estimate is in excess of a normal year's consumption and exports, and, barring a calamity this is certain to be true, based on the condition of the growing crop June 1.

Therefore it may be expected that very soon after the announcement July 11 by the Crop Reporting Board of its estimates of winter and spring wheat production the Agricultural Adjustment Administration will announce a loan of something between 58 1/4 and 85 1/2 cents per bushel on wheat.

Unofficial statements from Washington are to the effect the A.A.A. desires to make the loan low to avoid interference with selling by farmers. The level may be 60 cents, and possibly quality and distance from market may be taken into account. The loan to non-co-operators will be 60 per cent of the amount lent to co-operators, possibly 40 cents or more per bushel.

If the loan level is set far above the present market price it would have a disastrous effect upon marketing in sections remote from markets and upon the interior flour mills, the operators of which obviously could not buy wheat from farmers at 55 cents if the government was lending 75 cents, and would have to shut down, throwing their workers out of employment. A delegation of millers has explained this situation to the A.A. Administration at Washington.

Even tho the farmer applied for a loan the grain would have to be handled thru the country elevator in most cases, the farmer not having granary capacity on his farm to seal the wheat in bins. It remains to be seen how the Administration will handle loans on wheat stored for farmers' account and covered by a warehouse receipt as collateral security.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

June 17. Pacific Northwest Grain Dealers Ass'n, Davenport Hotel, Spokane, Wash.

June 15-18. Southern Seedsmen's Ass'n, John Marshall Hotel, Richmond, Va.

June 20, 21. Indiana Grain Dealers Ass'n, Sargent's Hotel, Lake Wawasee, Ind.

June 20-23. American Seed Trade Ass'n, Detroit, Mich.

June 25. Colorado Grain Dealers Ass'n, Sterling, Col.

June 27, 28. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

July 5 and 6. National Hay Ass'n, Ft. Wayne, Ind.

Sept. 26, 27. Tentative dates for Grain and Feed Dealers National Ass'n, Royal York Hotel, Toronto, Ont.

Sept. 29, 30 and Oct. 1. Pennsylvania Millers & Feed Dealers Ass'n, Ritz Carlton Hotel, Atlantic City, N. J.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

The lowest farm products price index in nearly 4 years, 94 per cent of pre-war as of April 15, was reported Apr. 29 by the Bureau of Agricultural Economics.

## Indiana Dealers Will Meet

The Mid-Summer Convention of the Indiana Grain Dealers' Ass'n will be held at Wawasee, Ind., June 20-21, 1938.

Monday, June 20, 8:45 a. m.—Registration, Convention Hall of The Sargent Hotel.

10:00 o'clock.—Call to Order by President C. C. Barnes, Winchester.

"The Value of an Elevator Appraisal"—G. L. Patchin, Appraisal Service Co., Minneapolis; "The Interstate Tax Decision of the U. S. Supreme Court."

"National Legislation"—O. F. Bast, President, Grain & Feed Dealers' Nat'l Ass'n, Minneapolis.

"How a Grain Crop Forecaster Forecasts"—Mrs. E. H. Miller, Crop Statistician of Shields & Co., Chicago.

Tuesday, June 21.—Opening remarks by President Barnes.

"Transportation Problems Affecting Indiana Grain Dealers and Millers"—Freeman Bradford, Traffic Manager, Indianapolis Board of Trade.

"The Federal Crop Insurance Act"—Federal Crop Insurance Corp., Washington, D. C.

"Collections and Credits"—C. C. Klippel, Credit Manager, Van Camp Hardware & Iron Co., Indianapolis.

MONDAY AFTERNOON.—1:15 o'clock, Golf Tournament at Maxwellton Golf Club. No handicaps. Special green fee of 75c. Prizes for good, bad and in-between players. Lockers and showers available.

2:15 P. M. A Lawn Party BINGO GAME. Open to all Men and Women not playing Golf or otherwise occupied. NO CHARGE to play. Scores of Prizes. Light refreshments during the Intermission between halves.

Boating, swimming, fishing, etc. the balance of the afternoon.

6:30 P. M. The BANQUET at Sargent Hotel. Introduction of Guests. An Address. Dancing in the Convention Hall until midnight. The Banquet is \$1.00 to those not registered at the Sargent, otherwise 25c.

TUESDAY AFTERNOON.—The entire afternoon is yours to have another game of golf, swimming, fishing and what have you. Adieu until our Annual Convention at Indianapolis in January.

## Ohio Dealers Will Meet

An excellent program has been arranged for the 59th annual convention of the Ohio Grain, Mill & Feed Dealers' Ass'n to be held June 27 and 28 at the Deshler-Wallack Hotel, Columbus, O.

June 26 on the afternoon preceding the meeting a free grain grading school will be held at the hotel in charge of W. B. Combs, chief marketing specialist of the U. S. Dept. of Agriculture. Those who contemplate attending this school are urged to inform Sec'y W. W. Cummings, so proper arrangements can be made to handle the number in attendance.

The convention will begin at 10:30 a. m., Monday, and the annual banquet will be given Monday evening, with Ray Bowden, executive vice pres. of the Grain & Feed Dealers' National Ass'n as speaker.

Several members will lead an open discussion of the trucking situation, storage of grain for farmers and on other topics.

Leading speakers will be C. D. Sturtevant of the Bartlett Frazier Co., Chicago; Dr. K. J. Soulke of the A. E. Staley Mfg. Co., Decatur, Ill.; Harry Hunter, sec'y of the American Corn Millers' Federation, and G. L. Patchin, sec'y of the Appraisal Service Co., Minneapolis, Minn.; J. W. Huntington, Mgr. Mill Mutuals, Columbus; Dean Stanley, Lebanon, O.; Ezra Levin, Chicago, and E. T. Dickey, Fort Wayne.



E. S. Hughes, Secy.-Treas.,  
Minneapolis Chamber of Commerce

## 15.5 Bushels Per Acre Predicted at Oklahoma Local Meetings

Local meetings of grain dealers at key points in Oklahoma followed the Oklahoma Grain & Feed Dealers Ass'n annual convention in Enid last month. These meetings are held at the same points each year, Hobart, Clinton, Woodward, Alva, Watonga and Blackwell, and this year were held on consecutive evenings, May 23-28, inclusive.

HELD PRIMARILY so that country grain dealers can consolidate their opinions of crop prospects, talk over immediate trade problems, and outline workable policies for the current crop, each meeting attracted a good attendance: 44 at Hobart, 72 at Clinton, 44 at Woodward, 37 at Alva, 56 at Watonga and 26 at Blackwell.

The table below shows the consolidated wheat yield estimates that were made, and the estimated increase in acreage, compared with the figures at the same points at the May meetings of 1937:

Meeting Place	Estimated Yield per Acre		Estimated % Increase		Estimated % Increase	
	1938	1937	Acre	1938	Acre	1937
Altus . . . . .	. . . . .	19	....	....	59.2	
Hobart . . . . .	16	15	17.5	17.5	21	
Clinton . . . . .	16	13.5	17.5	2.3	7.75	
Woodward . . . . .	14	7	5	5	8.5	
Alva . . . . .	16.8	9.45	5	30	20	
Watonga . . . . .	16	12.5	30	10	5.9	
Blackwell . . . . .	14.5	16	10			
Average prospective yield . . . . .	15.5	13.2				

SHARP INCREASES in the acreage devoted to wheat in middle and southern sections of Oklahoma were noted as a result of Uncle Sam's policy of cotton acreage reduction. The acres taken out of cotton production in the Altus, Hobart, Clinton and Watonga territories last year were planted to wheat.

**Wheat Insurance and Loans**—As occurred at practically all of the state grain dealer conventions this year, the principle topic of discussion before Oklahoma's local meetings was the federal government's still indefinite plan and policy for handling wheat crop insurance premiums, and for establishing a basis and storage regulations for handling federal wheat under expected federal loans to wheat producers. Conclusions remained indefinite, tho some thought was given a plan for the ass'n to appoint a com'ite which would establish and

tually impossible, but firm efforts are at last under way to clean up the mixed wheat, the rye mixture, and the smut problems. Discounting all mixtures sharply will help to encourage the planting of pure varieties.

## New Officers of Minneapolis Chamber of Commerce

Edward S. Hughes has been elected secretary and treasurer of the Minneapolis Chamber of Commerce, and E. C. Hillweg assistant secretary and treasurer in charge of public relations. The appointments were made at a special meeting of the Board of Directors on May 18 and announced by F. Carleton Smith, president of the Exchange.

Mr. Hughes had been acting secretary and treasurer since the retirement of the late John G. McHugh on Oct. 15, 1937. He had served previously as assistant secretary for thirty-two years. Mr. McHugh, who died on Feb. 14, 1938, had been secretary for thirty years.

Mr. Hillweg became secretary of the Department of Public Relations nine years ago and will continue as manager of that department in addition to the new duties he will assume as assistant secretary and treasurer.

Mr. Hughes has spent practically a lifetime in the grain business. As assistant secretary and treasurer of the exchange he not only assumed important duties in the administration of the Association along with the secretary, the late John G. McHugh, but he had direct supervision of the buildings owned and operated by the Chamber of Commerce. He made an excellent record in this field of management. During his long service he became personally and intimately acquainted with every member of the Chamber of Commerce and a majority of the employees of member firms. He is affectionately known as "Eddie" to hundreds of men engaged in the grain and milling trades, both in the terminal market and in the territory tributary to Minneapolis.

Mr. Hillweg was a newspaper man for many years and served as assistant to the publisher of the Minneapolis Tribune prior to joining the staff of the Chamber of Commerce as director of public relations. He has an unusually large acquaintanceship among business men in Minneapolis and the Northwest, both in and out of the grain and milling trades.



E. C. Hillweg, Asst. Secy.-Treas.,  
Chamber of Commerce, Minneapolis

Farm samples of wheat are being similarly tested by Dave Moxon at Blackwell, where mixed hard and soft wheat is a problem. In the Blackwell territory efforts are being made by the grain dealers to purchase wheat on the basis of soft wheat, in order to discourage the growing of mixtures.

THRU OKLAHOMA generally the rush of wheat when the combines start thru the fields makes separation of hard and soft wheat vir-

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

## Good Farmers Penalized by Corn Acreage Reduction

*Grain & Feed Journals:* Unequal reductions are responsible for much of the complaint against corn acreage allotments. Farmers whose corn acreage has been extensive in recent years are, as a rule, satisfied; those who have been engaged in fertility restoration are being subjected to severe punishment. In many instances compliance would not leave growers sufficient corn acreage to pay taxes.—Baldwin Elevator Co., Decatur, Ill.

## 3 Cts. for Handling Government Wheat

*Grain & Feed Journals:* I wrote Roy M. Green, Manager, Federal Crop Insurance Corp., protesting his rather dictatorial mandate that the country elevators should handle the crop insurance wheat for one cent per bushel. I told him 3c was absolutely the lowest and then only with heavy movement of bountiful crops, and suggested he give the country elevators an opportunity of saying what they would be willing to handle it for. Grain dealers do not have to handle this insurance wheat at any such charge.

Mr. Green says: "Insofar as practicable wheat reserves will be stored in production areas. Preferences for storage will be given warehouses having a Federal Warehouse License."—G. E. Blewett, Sec'y Texas Grain & Feed Dealers Ass'n, Ft. Worth.

## Memberships in Corn Belt Liberty League

*Grain & Feed Journals:* Altho the Corn Belt Liberty League is yet in its infancy, it is steadily growing each day. We have organized in various counties and outside the state, and have booked a series of meetings for organization purposes for several days ahead. Requests for meetings are arriving each day and we are striving to meet them at early dates.

We realize fully that the success of our movement will be due to the large number of members that we hope to receive, and which we are receiving daily. Memberships of this type help the movement, not only here, but help encourage members and organizations in the section from which they come. Fee is \$2 for a year.

If a unit is established in the member's county, the card and one dollar of the fee will be forwarded to his local organization. The dollar that is kept here is used to defray the expenses of sending speakers to help organize elsewhere.—Tilden J. Burg, Pres., Macomb, Ill.

## Oklahoma Managers Meet

The wheat crop insurance plan of the federal government, prospective wheat crop loans expected to impound and cause storage of great quantities of wheat during the marketing season, means for handling this business, and the importance of accurate weighing equipment were primary subjects before a meeting of farmers elevator managers of Oklahoma at Enid, May 27.

The meeting was called by Roy Bender, sec'y of the Farmers' Co-operative Grain Dealers' Ass'n of Oklahoma, and took the place of the local meetings that are usually held. About 75 farmers' elevator managers were present.

## The Grain Rusts

By DR. MAX MARKLEY, chemist, Cargill, Inc.

The rusts which attack our grain and grass crops are of six major species; namely, the stem rust which attacks the wheats, oats, barley, rye and grasses; the yellow stripe rust of the wheats, barley, rye and grasses; the orange leaf rust of wheat and grasses; the crown rust of oats; the brown leaf rust of rye; and the dwarf leaf rust of barley. The common distinction between red and black rust is merely a distinction between two successive phases of any one of these rust species, since all undergo a color change. The distinction between the various species of rust can only surely be made under the microscope. Of the three types which attack wheat only the stem rust is of economic importance. The stripe and the orange leaf rust probably do not reduce the yields to any appreciable extent.

The stem rust attacks most of the small grain crops and many hay and pasture grasses. However, there are many varieties of this species of rust and those varieties which attack one type of grain will not attack any other. This means that the stem rust of wheat is different from the stem rust of barley and that the wheat rust will not attack barley and the barley rust will not attack wheat. The wheat stem rust, which has received the most careful study, has been found to be composed of nearly two hundred different forms or strains. These strains are distinguished by their differential abilities to attack different varieties of wheat. For example, one strain of stem rust may attack Marquis wheat but not Kanred, while another will be able to attack Kanred and not Marquis. Some ten varieties of wheat are used in the identification of these forms of stem rust. This technic was developed by Freeman and Stakman at the Minnesota Agricultural College and has since become universally adopted.

The life history of the wheat stem rust is very complicated. In the early spring the dormant black spores which have been lying over winter in the stubble and on trash around the fields sprout and form some very small spores called sporidia. These sporidia cannot infect wheat but only the leaves of the common barberry. The sporidia then grow into the leaves of the barberry forming rust pustules. In these pustules another type of spores called the aeciospores are formed. In the formation of these spores there is a sexual fusion between two distinct rust plants. This sexual reproduction is the reason for the many forms of the stem rust since there is frequent hybridization of the rusts on the barberry with new forms appearing. At no other stage in the life cycle of the rust does hybridization appear. These aeciospores cannot reinfect the barberry, but only the wheat plant. This accounts for the heavy rust infestation on grain near barberry bushes. These spores can also be blown for long distances.

The spores from the Barberry form the deep pustules on the stems and leaves of the young wheat plants. In these pustules are formed the uredino-spores or red rust spores. These are shed freely and are carried long distances, even thousands of miles by the winds. Under favorable conditions these red spores can live for a year or more. They survive best under moderate humidity and moderate temperatures; extremes of either are detrimental to these spores. These red spores can reinfect wheat plants, and it is from these that we get the widespread epidemics of stem rust. Later

in the season another type of spore is produced. This last type of spore is the black form which is known as the teliospore. This is the overwintering stage. It cannot reinfect wheat directly, but must grow upon the barberry first.

In mild climates the black and the barberry stages are often lacking, with the rust permanently carrying on in the red phase. In the United States we find this permanent type of infection in Texas. Here the red spores of the stem rust overwinter in the winter wheat grown in the regions south of Fort Worth. During the summer most are killed by the heat, but in the fall comes fresh reinfection from the north on the first northerly winds. In Mexico wheat is growing the year around and the rust is also constantly at work. In South Africa and Australia there are few if any barberries and yet stem rust is prevalent in both countries.

While the barberry is not essential to the rust, yet there are definite reasons for eliminating the barberry. The infection is materially reduced in the areas where the barberry has been eliminated. Close to barberry bushes there is rust nearly every year, but in the absence of the barberry the grain is subject only to the wind infection, which is much more uncertain. Also the barberry is the site of the hybridization of the rust, and if the barberry is eliminated then the formation of new and virulent forms of rust by hybridization is stopped.

The other hope of controlling the rust is in the development of resistant varieties of grain. Very few varieties are susceptible to all the forms of stem rust, and also no variety is resistant or immune to all types. It is only by recombining the resistances of several varieties into a single variety that the plant breeders are making headway against the rust. However, we have varieties which are resistant to the now prevalent forms of stem rust, and if the rust changes in the future as it has during the past ten years we can hope that the plant breeders will have other resistant varieties ready. They are now in possession of many strains of rust resistant wheats and probably will be ready to meet the rust no matter how it shifts its forms.

## Wheat Crop Insurance

Ted Brasch, sec'y of the Pacific N-W Grain Dealers Ass'n, summarizes wheat crop insurance as follows:

If the land is rented, the tenant and land owner must each have their own policy on their share of crop.

The insurance policy is not effective until the 1939 crop is seeded, the premium paid, and the policy is signed.

Threshed grain in sacks may remain only 120 hours in the field after being threshed. Damage from fire after that will not be corrected by the policy. If the threshed grain is in bulk, the policy is void as soon as the grain is harvested.

Premiums will be accepted on or after July 1.

All expense of writing, storage of wheat and filing premiums will be borne by the government.

Losses will be paid with good wheat. No weevil, smut or any other dockage.

The Corporation can sue and also be sued.

The 75% coverage costs 50 to 90% more than the 50% coverage.

If farmer insures any of the wheat for harvest on his farm, he must insure all of the wheat that is for harvest.

In 1939 the farmer must comply with the soil conservation part of the program before he is eligible for crop insurance.

The Colorado Supreme Court recently decided that the lack of a contract to refund processing taxes is not a bar to recovery of refunds by a buyer from a processor. The supreme court remanded to the district court for trial on its merits the case of the Colorado Milling & Elevator Co. vs. the Security Stores, Inc.

## Modern Corn Mill and Elevator at Kankakee, Ill.

The new corn mill of the General Foods Corporation at Kankakee, Ill., is said to be not only the cleanest and best lighted grain reducing mill, but its walls are so largely formed of glass they will offer little resistance to the expansive force of any dust explosion which may occur. However, the operators have complete control of all dust produced so no explosion of dust is likely to occur.

The General Foods Corporation has recently put into operation a 1,250,000 bushel Grain Elevator and a Truck Receiving House at Kankakee, Ill., for the receiving, storage and shipping of corn. The elevator and truck house were built to supply corn for a 30,000 bus. per day corn mill recently completed and put into operation, and separated from the elevator by receiving and shipping tracks.

The elevator proper consists of a working house 31'4" long by 42'0" wide by 151'0" high from top of foundation slab to top of roof slab, also a track shed covering two tracks and having a total length of 50'0". The storage which is built monolithically with the workhouse consists of three rows of tanks by eight tanks long contacted both ways, each being 26'0" diameter with 7" thick walls with a total height of 117'0" from top of foundation slab to top of bin floor slab. The workhouse and storage are built of reinforced concrete throughout and the trackshed of structural steel and corrugated iron.

The operation of the house is as follows:

Cars spotted on the two receiving tracks are handled over either of the two 1000-bushel receiving pits by means of a double drum car puller. The car door is then removed by a car door opener which is operated from the shovel shaft of a double drum Clark shovel which also removes corn from the cars into the receiving pits below.

Corn from the receiving pits is then discharged onto a 30" receiving belt which conveys it to a 6000-bushel per hour receiving leg, where it is elevated and discharged into any one of four scale garners, each of 2300 bus. capacity. From the garners the grain is discharged into a 2500-bushel hopper scale located midway in the house, where it is weighed and then dis-

charged into any one of four 2300-bushel collecting garners. Directly under these garners and located on the first floor of the workhouse, a 3000-bushel per hour No. 11 cleaner has been provided, which receives the grain from the garners, cleans it and then discharges into a 4000-bushel per hour cleaner leg, by which it is elevated and then generally sent to storage.

The cleaner leg can reach either of two 30" bin floor storage belts equipped with self-propelling trippers, which can reach any bin in the house. Both belts are housed in a concrete cupola 39'0" wide by 210'0" long and 8'0" high. All storage bins are equipped with a Zeleny thermometer system, with the recording room located in the center of the cupola. The bins are self-cleaning, with combination reinforced concrete and structural steel bin bottoms.

If the corn has a high moisture content it is sputtered from the cleaner leg to a drier garter which serves a 750-bushel per hour Randolph Drier operated by steam piped over from the corn mill boiler room. A cooler garter has been provided under the Randolph Drier, and from there the corn is sputtered to a 6000-bushel per hour turning leg, elevated and then sputtered to either of the two bin floor belts serving the storage bins.

If the corn being received is of such quality that it does not need cleaning, or if corn is being received faster than it can be cleaned, the incoming grain can be by-passed around the cleaner and sputtered either to the cleaner leg or to a 6000-bushel per hour mill leg and sent either to the drier or to storage.

To reclaim grain from the storage for purposes of cleaning, drying, shipping or sending over to the mill, three 30" basement conveyor belts have been provided, one under each row of circular tanks, with the two rows of inter-space bins all discharging onto the center basement belt. The 6000-bushel per hour mill leg and the 6000-bushel per hour turning leg are located in the workhouse, so that the center basement belt reaches both legs, while one outside belt reaches the mill leg and the other reaches the turning leg.

The mill leg is located on the mill side of the

workhouse, which makes it possible to sputter directly from the mill leg onto a gallery belt connecting the elevator and the corn mill, while the turning leg is located on the other side of the workhouse directly in front of the drier. In order that corn elevated on the turning leg can reach the gallery belt to the mill, it was necessary to provide a 30" cross conveyor at the bin floor level of the workhouse, this belt also discharging into the turnhead over the four scale garners. A complete system of sputtering has been provided with these two legs so that either of the legs can reach either of the two bin floor belts, the corn mill gallery belt, the Randolph Drier or the four scale garners. For shipping out by car a car loading spout with bifurcated discharge is provided, reached directly from the scale hopper by means of the scale turnhead.

The scale beam for the 2500-bushel Fairbanks-Morse scale is located on the first floor, and the weighman operates the turnhead over the scale garners, the scale garter valves and the scale valve and turnhead from this level.

A structural steel and grating stair has been provided in the workhouse with access to all of the various floors, in conjunction with an Allis-Chalmers service elevator.

A complete dust collecting system with suction at the receiving pits, elevator boots, conveyor head and tail pulleys and at all discharge points has been provided together with the proper number of floor sweeps at the various floors.

In the basement, all draw-off spouts from storage bins are provided with belt loader hoods connecting into lines which also handle the floor sweep outlets in this area. The storage conveyor belt discharges are provided with top and bottom suction hoods as well as the receiving belt. Elevator leg boots are provided with suction connections and the receiving pit is closed off from the basement proper at the wall line and a suction connection provided for removing the dust laden air from the receiving pit.

In the bin floor, the two storage conveyor belt loaders are equipped with suction hoods as well as the loading point of belt connecting to mill building. Two turn heads are also provided with suction hoods. Floor sweeps are located to provide easy sweeping facilities throughout storage basement and bin floor, and all floors in head house. All cleaning ma-

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New Corn Mill and 1,250,000-bu. Concrete Elevator of General Foods Corporation at Kankakee, Ill.  
[See illustration on outside front cover.]

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Rockport, Ind.—Growing wheat in Spencer county and adjoining counties is looking fairly well now. The acreage is about the same as last year, but opinions differ as to the yield of this year.—W. B. C.

Chicago, Ill., June 2—Spring wheat acreage is returned at 22,140,000 acres, with condition of the crop reported at 90.1, which if accepted at its face value, would suggest a crop of 283,000,000 bus.—B. W. Snow, statistician, Bartlett Frazier Co.

Luckey, O.—Wheat crop in this territory is looking good, but find heads very short and a goodly number of them are smutty. Having plenty of rain, which is making a good hay crop, but holding back the planting of corn.—Luckey Farmers Exchange Ass'n, Walter E. Swartz, mgr.

Portland, Ore., May 30—The three Pacific northwestern states will produce a bumper crop of winter wheat this year, in Oregon, Washington and Idaho, based on May 1 estimates and conditions, 61,574,000 bus. Last year the three states harvested 39,593,000 bus. The average for the years 1927-36 was 53,465,000 bus.—F. K. H.

Booker, Tex., June 2—Farmers in this vicinity will begin June 25 harvesting the largest crop of wheat in the history of the Panhandle plains. Spring moisture has been plentiful. Barring hail, a record crop is assured. Estimated crop averages have jumped from ten bushels, earlier in the spring, to twenty-five bushels to the acre.—Buck Holman.

Mt. Vernon, Ind.—A heavy wind and rain that visited this section on Sunday, May 29, did a great deal of damage to growing crops in Posey county and adjoining counties. Clover, wheat and barley were blown down and young corn on the hillsides washed away. Corn and soybeans in the lowlands were buried beneath the silt, which will necessitate replanting. In Posey county alone the damage will be several thousand dollars, according to estimates made by farmers and grain men.—W. B. C.

Jackson, Mich., May 25—For the past six days the southern half of Michigan has had thunderstorms and good heavy rains. This has allowed most of the corn planted early to rot rather than start germination. We believe most of the corn will have to be replanted and a good demand for corn is ahead of us. The clover fields look exceptionally good. Of course the excessive rain has allowed the growth to advance a little too rapidly. If weather conditions continue favorable we should have a large clover crop in Michigan.—McLaughlin, Ward & Co., A. L. Ward, pres. and general manager.

Decatur, Ill., June 4—Winter wheat condition continues above average. The crop outlook has shown little change or possibly improved somewhat during the past two weeks. Heavy rains might have been injurious to the bloom in places. Stands are of good color and height. Heads will average only fair in length. Corn planting is not all completed account of wet field conditions in many localities. Some replanting necessary in low areas that were damaged by flooding. Delayed field work in May will result in a considerable variance in the advancement of growth between early and late corn. Weeds are getting a good start generally as cultivation has been seriously delayed due to wet fields. A week of dry weather would, of course, change this picture entirely. Cultivation was getting underway the past few days where field conditions permitted work. Corn that is now up shows favorable stand. Planting of soy beans is being pushed to the maximum in areas where field conditions are favorable. Reports indicate recent wet field conditions will result in the state corn acreage being somewhat less and the soy bean acreage well above earlier intentions. Old beans back on the farms will dribble in after planting is completed. Hay and pastures are abundant crops at present. Alfalfa cutting has been delayed by rains. Clover crops have seldom looked better.—Baldwin Elevator Co.

Chicago, Ill., May 31—A production of 804,088,-000 bus. of winter wheat is indicated June 1. We anticipate a probable yield of 15.9 bus. per acre. Increased crop prospects are rather general over the entire belt for the month, with the exception of limited areas in the southwest, which were affected by frost and rust. Ample moisture, along with subnormal temperatures, have been ideal for winter wheat development. Spring wheat condition is 86% compared with 68.7% a year ago, and 82.7% for the ten year average. Conditions over the spring wheat area are generally favorable, with probably the best moisture condition in many years. Oats conditions is 85.4% compared to the 1923-32 average of 81.4%, suggesting production of approximately 1,115,-179,000 bus. on an acreage estimated 35,919,000.—C. M. Galvin, statistician, Jas. E. Bennett & Co.

Winchester, Ind., June 4.—We have had nearly three weeks now of weather too wet to get in the fields. Little or no corn has been planted in the last two weeks. Very little of the corn is planted. There is quite some breaking to be done yet. Some of the breaking intended for corn will be put in in soy beans. Most of our farmers this spring have been fertilizing their corn. Those who got their corn planted early, and fertilized it, now have a beautiful stand. It is up ankle high and all it needs now is some dry weather. It has splendid rooting. Most of the early planting is Hybrid corn, but it looks as though we will have a splendid stand, whatever crop is planted. Oats never looked any better at this time of year than they do now, but there is a small acreage. Clover fields, timothy meadows and everything else is green and growing rapidly. Pasture is in great abundance.—Goodrich Bros. Co., P. E. Goodrich, pres.

Chicago, Ill., June 2—A winter wheat crop of 843 million bushels is forecast from conditions of the plant in the week ending June 1. The area seeded to spring wheat is estimated to be 23,-104,000, equal to 97.3% of last year's seeded acreage. Condition in the week ended June 1 was rated at 86.3% of normal, which compares with 68.7% a year ago. Present estimate of condition and acreage suggests a crop of 276 million bus., or slightly under 12 bus. per acre. Present condition and acreage estimate suggests an oats crop of 1,169 million bus., the indicated yield per acre being 32 bus. per acre. Rye made favorable progress during May, the condition at the end of the month being 87% of normal, compared with 75.3% a year ago. Present condition and acreage suggests a crop of 53,103,000 bus., or 13.1 bus. per acre. Corn acreage is expected to be about 94,324,000 as compared with 96,483,000 acres planted last year, a reduction of 2.2%.—Nat. C. Murray, statistician, Clement, Curtis & Co.

Chicago, Ill., June 2—There is as yet some uncertainty concerning damage to wheat in western Kansas that may develop from the May 8th frost. There is also much uncertainty over the backward heading and slow formation of kernels throughout central Kansas and south-central Nebraska, depending upon whether or not those northern sections will be favored by cooler and damper than usual weather during their heading and kernel filling period, as was the case of those sections farther south in south-central Kansas and north-central Oklahoma, which suffered but a minimum amount of damage from the exhausted, out of time plant growth. Spring wheat is having a favorable start both in our Northwest and in western Canada, but young grasshoppers are very numerous, especially in stubbled-in fields, despite unfavorable weather during the early hatching period. Owing to wet weather, corn planting is backward throughout Illinois, Missouri and Iowa. Many fields are weedy and some replanting has to be done.—H. C. Donovan, statistician, Thomson & McKinnon.

Evansville, Ind.—Inspection of wheat fields, registered in the wheat improvement premium price project, started in southwestern Indiana on Thursday, June 2, as announced by C. E. Skiver, Purdue wheat specialist. Fields in Posey county were first inspected, and this was followed by the inspection of the fields in Vanderburgh and Gibson counties. Actual inspection of the fields indicates that prospects for high yields are not as good as were indicated earlier in the season, Mr. Skiver stated. Leaf rust injuries have been rather serious, and scab has begun to develop due to the extreme wet weather that prevailed for two or three weeks in this section. Fields in the area show a marked improvement over the past few years in quality and are free of varietal mixture, noxious weeds and other crops, Skiver reported. Harvesting of the wheat crop is expected to start from 10 to 14

days earlier than common, due to the early season. He predicts that if dry weather should prevail during the next few days, much of the wheat in this area will be in the shock by June 15.—W. B. C.

Minneapolis, Minn., June 3.—The Northwest spring wheat area, including Montana, North and South Dakota, Minnesota, Wyoming and Wisconsin, is in ideal condition at the present time. Sufficient moisture for present needs has been received in practically every section of this whole area and growing conditions are all that could be expected. Much of the seeding was accomplished early and all small grain is now showing a healthy, vigorous growth. Prospects for the wheat crop are unusually bright and the only drawback at present is the menace of grasshoppers and black stem rust. As much of the area was sown with the rust-resistant varieties of wheat, comparatively little damage is expected from this source.—Winter wheat made steady progress during the month of May in every section of the country and improvement is manifest in the June 1st estimates given by the private crop reporters, ranging from 768 million to 843 million with an average of 810 million bushels, as compared to the average last month of 743 millions.—Cargill Crop Bulletin, T. R. Shaw, editor.

Springfield, Ill., June 1.—Frequent showers and wet soil generally delayed field work, particularly planting and cultivating corn. Slightly more than three-fourths of the corn is planted, corn planting being a little more advanced in the north than in the south; much of the corn is up, but wetness and lack of cultivation have retarded growth; some replanting is necessary, and the crop generally is weedy; warmth and sunshine are needed to push germination and growth of corn. Progress and condition of winter wheat generally continues average to excellent, with much headed in the central and south; in some places rain was injurious to wheat bloom. Rye is mostly well headed. Under favorable weather conditions oats are now growing excellently, recent frequent showers having been favorable. Planting of soy beans has begun in areas, but advance of the work was generally delayed along with other field activities on account of wetness. Pastures, alfalfa and clover growth responded to the wetness and are mostly good to excellent. Clover is blooming extensively; while some alfalfa and clover were cut, showers generally delayed cutting.—E. W. Holcomb.

Chicago, Ill., June 2.—Winter wheat crop is estimated at 815,416,000 bus., and if realized is largest on record. In parts of Kansas and Oklahoma May moisture was 200% of normal. Clear breezy weather must appear immediately and persist for a week or ten days if portions of Kansas, Missouri and Nebraska are not to lose something from black stem rust. The freeze early in May killed from trace to as many as 35% of the heads in several counties of western Kansas. Estimated yield per acre 16.1 bus. Spring wheat condition is 84.4%, compared with 69% last year; production 267,-223,000 bus. Oats condition 85%, and production 1,135,000,000 bus. Rye crop has been favored from Nebraska and North Dakota to Michigan by excellent filling weather during the critical month of May and the production estimate has been raised to 51,124,000 bus. Corn crop conditions are far below those of last year at this time from Kansas to West Virginia. In sections of Kansas they are the poorest ever seen and in Missouri the poorest since 1935 when this state reported a very low early corn condition. In the corn belt as a whole conditions are similar to those of 1929 in which year unfavorable wetness continued thru June.—R. O. Cromwell, statistician, Lamson Bros. & Co.

## Heavy Losses of Commodity Credit Corporation

When the president asked Congress to vote \$94,285,404 to restore capital of the Commodity Credit Corporation it was disclosed that its assets were worth only \$5,714,595 as of market prices Mar. 31.

A statement of commodity loans showed the corporation lost \$57,995,631 on cotton from 1934 thru 1938.

Losses on corn with a market value of \$5,-436,611 amounted to only \$2,571; on tobacco valued at \$3,976,289 were \$1,724,116, and on turpentine with a \$442,812 value, \$1,078,385.

# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Galveston, Tex.—In 11 months, Galveston has cleared 36,835,000 bus. of wheat, compared with an insignificant amount in the corresponding period the previous year and more than a third of the aggregate seasonal exports from the entire United States.

Seymour, Tex.—The first load of new wheat in the Wichita Falls area of Texas was sold here May 26. The grain tested 58 lbs. and brot 64c a bu. Sunshine following rains, recently, has sent hundreds of combines into wheat fields and the harvest is gathering speed thruout the area.

Frederick, Okla., May 26—The season's first loads of winter wheat in Oklahoma were received May 26 in Frederick and Tillman. A load brot here tested 53 lbs. and was sold to the Cassidy Grain Co. for 64c a bu. which included a 10c premium. It was harvested with a combine.

St. Joseph, Mo., June 6.—St. Joseph grain storage facilities are being prepared for the rush of the new wheat crop. On June 4 a total of 685,000 bus. of wheat remained in the market, 190,000 bus. of corn, 106,000 oats and 5,000 bus. of barley; total 985,000 bus. The market storage facilities aggregate 10,462,000 bus.

Houston, Tex.—Two full cargoes of wheat, aggregating 536,000 bus. and destined for European ports, have been shipped from the recently reopened public grain elevator here, prior to May 24. This marked the first time in nearly six years that Houston had handled any grain in export trade, the last shipment having moved out in August, 1932.

Galveston, Tex., June 3.—The first carload of 1938 wheat loaded at Melvin, Texas, arrived at Galveston May 31 and tested 61 pounds per bushel. First carload from southern district western lines of Santa Fe was loaded at Benjamim, Texas, on June 1, destined for Galveston and tested 62 pounds per bushel. The shipper of this wheat reported that his yield was about 25 bushels to the acre.

Winchester, Ind., June 4.—There is very little old corn back in the country. Wheat and oats are both practically cleared up. Corn was grading better when we checked it a couple of weeks ago. In this part of the State corn is grading 3 and 4. It is dry and contains enough damage to keep it from grading 2. We are paying—\$0.69 per cwt. for corn; \$0.60 a bu. for wheat; \$0.24 a bu. for oats, and \$0.70 a bu. for soy beans.—Goodrich Bros. Co., P. E. Goodrich, pres.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for July delivery at the following markets for the past two weeks have been as follows:

Wheat																
	Option	May	May	May	May	May	June									
Chicago		High	Low	25	26	72½	72¼	72	69	68½	68½	69½	70¼	71½	71½	73
Winnipeg		122½	96½	95%	95½	90%	92%	97%	101½	102%	103½	100%	101½			
Liverpool		83¾	90%	88%	88	85%	85%	85%	87½	89	87½	89	87½			
Kansas City		101½	65	68½	69½	68½	65½	65½	65½	65½	67½	69½	68½	69½		
Minneapolis		113½	73%	78%	79	78%	74%	75½	75½	75½	77½	81½	80½	80½		
Duluth, durum		93½	61	66½	66½	66½	63	62	62½	62½	64½	66½	67½	68½		
Milwaukee		103%	67%	72½	72½	72%	69%	68%	69%	70%	71½	71½	73			
Corn																
Chicago		66%	55%	56%	56%	56%	54%	54%	55%	57½	57½	57½	56½	56½	56½	
Kansas City		60	52%	53½	53	54%	53½	52½	53%	54½	55½	55½	54½	55		
Milwaukee		66	53%	56%	56%	57%	54%	54%	55%	57½	57½	57½	56%	56%	56%	
Oats																
Chicago		32%	25½	26%	26%	26%	26½	25%	25%	26½	26½	27½	26%	27		
Winnipeg		48½	40½	44	44½	44½	43½	43½	42%	43½	44½	44½	43½	43½	44½	
Minneapolis		28%	22%	23%	23%	23%	22%	22%	22%	23%	24	24½	23½	24		
Milwaukee		31%	25½	26%	26%	25%	25%	25%	26%	26%	27½	26%	26%	26%		
Rye																
Chicago		72%	49½	54	54½	53%	51%	50½	50½	50½	50½	51½	51	51½		
Minneapolis		67½	45½	50%	50	49%	47½	46	46½	46½	46½	47½	47%	47½		
Winnipeg		85%	50%	54½	55	55½	52	51½	51%	53	53½	53	53½			
Duluth		48%	52	52½	51	49%	49	48%	48%	49	49½	49½	49			
Barley																
Minneapolis		46	41	44½	44	41%	41%	43½	43½	43½	43½	43½	43½	43½	43½	
Winnipeg		62%	54%	55	55½	52%	52%	53½	53½	56%	57½	55%	55½			
Chicago		106	84	88½	88½	87½	86½	85	84½	84½	85	85	85	85½		
Soybeans																

\*At daily current rate of exchange.

Fort Worth, Tex.—This market May 26 received its first car of wheat from the 1938 crop. The grain graded No. 2 mixed, 85% hard and 15% soft, 59.6 lbs., and tough on account of 15% moisture. The car originated at Carrollton, Tex., about 30 miles northeast of Fort Worth. The field in that territory averaged 25 bus. an acre.

Duluth, Minn.—The season's first cargo of Argentine flax was unloaded June 2, from a steamer into the Great Northern elevator, at Superior, Wis., for account of the Archer, Daniels, Midland Co., Minneapolis. The cargo totaled a net 68,726 bus., and already is railed out to its destination. The last 10,000 bus. of the 100,000 bus. lot Canadian barley carried in barge here was railed out to Mexico last week. —F. G. C.

Muscatine, Ia.—More than a half million bus. of grain, principally corn, have been loaded into Inland Waterways Corp. barges since navigation in the Mississippi river opened this spring, according to elevator figures. The two elevators on the river front have a bin capacity of 65,000 bus. with a storage capacity of more than 100,000 bus. of sacked grain. Grain for shipment at Muscatine comes from Iowa and Illinois farms by both truck and rail, from distances of up to 150 miles.—L. G.

Carrollton, Tex.—A carload of winter wheat, believed by grain men here to be the first moved in the United States this season, was shipped by the Carrollton Feed Mills May 25 over the Katy to the Transit Grain and Commission Company of Fort Worth. The wheat brought 75c f.o.b. Carrollton and averaged twenty bus. to the acre. It is due to weigh about fifty-five or sixty pounds per bushel and, although probably grading high in moisture, will be No. 1 wheat. L. F. Blanton, owner of the mills, reported crop conditions good as the weather is clearing. He said first oats came in May 23 and last year, when Carrollton had the first in the area, they came in May 14. It is thought that this year's oats are again the first near here. The mill handles most of the wheat for this section of Dallas county and nearby territory.—Carrollton Feed Mills.

Ottawa, Ont., May 27.—Canadian wheat in store for the week ending May 27, decreased 3,668,081 bus. compared with the preceding week and decreased 25,736,632 bus. when compared with the like week in 1937. The amount in store was reported as 32,351,412 bus., compared with 36,019,493 bus. for the preceding week and 58,088,044 bus. for the week ending May 28, 1937. The stocks of 32,351,412 bus. include 11,676,943 bushels of durum wheat. Wheat marketings in the Prairie Provinces for the week ending May 27, amounted to 754,758 bus., an increase of 149,042 bus. over the preceding week. During the corresponding week a year ago, the receipts were 1,155,957 bus. Marketings in the three Prairie Provinces for the forty-three weeks from August 1, 1937 to May 27, 1938 as compared with the same period in 1937 were as follows, 118,364,891 and 158,213,830 bus. respectively.—R. H. Coats, Dominion statistician.

Duluth, Minn.—In late April water shipments amounted to nearly 9,000,000 bus., and for the month of May ran up to 18,600,000 bus., making a total of 27,400,000 bus. moved out from April 16 to May 31. In that period 13,060,000 bus. of corn were shipped out as against only a minor amount in the same time last year. Prospects for a bumper grain harvest in our northwest this fall is viewed by shippers as a medium by which the present slack in boat demand can be improved later on in the navigation season. An over supply of freighters has become available because of the reduced movement of iron ore.—F. G. C.

Bids on 125,000 barrels of flour were asked recently by the government; and L. T. Davis, buyer for the Federal Surplus Commodities Corporation, stated the purpose was to support the wheat market. The first purchase was of 10,000 barrels May 20 for Cleveland, Chicago and Toledo, to be distributed to persons on relief. Between July 1, 1937, and May 1, 1938, the A.A.A. had paid out \$8,397,017 in the purchase of 33 commodities, the largest item being \$1,800,126 for tobacco.

## From Abroad

India final 1938 estimate of flaxseed acreage placed at 3,839,000 acres as compared with 3,677,000 acres in 1937; first estimate of production, 18,280,000 bus., as against 16,800,000 last season.—Director of Statistics, Calcutta.

The French cabinet council has approved two decrees enabling the lowering of tariffs on secondary cereals and fodder. This action was taken in order to meet the consequences of drouth and the increasing distillation of alcohol from wheat in view of the prospective wheat surplus.

The Italian wheat crop is reported one of the poorest in recent years and may not exceed 220 million bus., against the previous year's production of 294 million. The nation's annual consumption requirements are 268 million bus., indicating import requirements of about 48 million.

India May estimate of 1938 wheat acreage and production placed at 35,151,000 acres and 392,075,000 bus., respectively, against the revised May, 1937, estimates of 33,049,000 acres and 362,395,000 bus. and the final 1937 estimates of 33,237,000 acres and 366,539,000 bus.—Director of Statistics, Calcutta.

## Washington News

The proposed tax of \$10 a ton on fish meal, fish scrap and marine animal scrap was eliminated from the government tax bill.

The excise tax on sales of commodities for future delivery has been abolished in the new tax law, and will not be collected after June 30.

The wages and hours bill has gone to a conference committee composed of 7 senators and 7 representatives, who are in disagreement over the provision establishing the same wage limit in the south as elsewhere in the United States.

The Chamber of Commerce of the United States has urged taxpayers to begin immediately the fight to retain provisions of the new tax law "favorable to business progress" and to seek incorporation in the next revenue law of "additional elements of fairness and equity."

The Federal Crop Insurance Corporation June 6 appointed John H. Fraser of Minneapolis, Minn., as manager of its branch office in Minneapolis for the spring wheat area. Roy M. Green, corporation manager, said the office would be opened for business June 15, and would employ 100 persons.

The pure food and drug bill passed the House June 1 and went to conference. The bill brings drugs, therapeutic devices, and foods under regulation of the department of agriculture. It prohibits alteration or misbranding of cosmetics, 94 foods and drugs, requires adequate tests of products before they are placed on the market, provides for license restrictions to control bacterial contamination of foods, requires warning labels on habit forming drugs, and provides for factory inspection.

# Exportation of Wheat

By FRED UHLMANN, Chicago, Ill., before Panhandle Grain and Feed Dealers Ass'n

In discussing the subject of the exportation of United States wheat one's first thought is the great influence of the Chicago market; this in spite of the fact that Chicago itself exports very little wheat, either directly or indirectly.

The bulk of American exports clear from Gulf ports or thru the Panama Canal from the Pacific Northwest, and from the Pacific Coast for shipment to the Orient. Nevertheless, Chicago always plays a very important part in these transactions. It has, in the course of years, attained a predominance as a wheat market so that all eyes are turned on the fluctuations in that city and a great many transactions are based entirely on Chicago futures. Whenever Chicago prices advance or decline one cent a bushel, in all probability, every exporter, whether he owns wheat in Fort Worth, Texas, Baltimore, Maryland, or Kansas City, Missouri, immediately increases or reduces his asking prices on offerings abroad.

The Chicago Board of Trade recently celebrated its 90th birthday, having started to function in the year 1848. This was the year when revolutions took place all over Europe, starting in Germany and spreading to all neighboring countries. The uprisings followed several short crops which resulted in a famine, and it was generally believed at that time that Europe could no longer produce sufficient quantities of breadstuffs to sustain the people. This was before the United States became an important factor as an exporter in supplying European needs. There was tremendous tension in Europe at the time and Emperor William II of Germany had to flee to England for a while, but returned after three months and was compelled to make numerous concessions to his people. Incidentally, I might mention that these events, as related to me afterwards, made a great impression upon me as a boy, because later I swore allegiance to this Emporer, the grandfather of the exiled William III, when I served in his army at the age of 18, and ever since then I am grateful morning, noon and night that I became a citizen of the United States. Perhaps I appreciate more than those who are born here and who take everything for granted, the liberties, the many advantages which this country affords, etc., having learned the vast differences between customs, habits, rules and regulations, moral code, etc., of this country and those of other countries.

Even during that time when there was a shortage of breadstuffs in Europe, there was an ample supply here, and as our railroads developed and pioneering to the West increased by leaps and bounds, we gradually commenced to raise an enormous excess over our requirements and thus became the most important exporter of wheat to supply the needs of European, and other, countries. Our agriculture increased simultaneously with the growth of our railroad system, and one would have been impossible without the other. Naturally, as more railroads were built, increasing facilities for travel, and enabling the adventurers to open new lands, opportunities of all kinds were given to those who were willing to work. Immigration started on a large scale, the population increased rapidly, but for a new country like this, capital remained very scarce. It could only be obtained from Europe and foreigners became very large investors in our railroad bonds and stocks. Their help was absolutely essential, and naturally the interest on these investments had to be paid; and due chiefly to the exportations of cotton and wheat were these interest payments possible. We were a debtor nation at that time—our exports of manufactured articles were very small; in fact, our industries were not well developed as yet, and we had to import a great many articles,

which we can now produce better and cheaper than our competitors abroad.

A poor crop in those periods, when exports of wheat were reduced below the normal amounts, was immediately felt all over the country and resulted in poor business.

Our country only started to become important in international wheat trade after the Civil War, and even then for a while the growth of export was very gradual. Our population in 1860 was only 31,000,000; our wheat crop in 1866 was 152,000,000 bus., and in 1869 for the first time it assumed larger proportions, with wheat yields that year reaching a figure of 287,000,000 bus. Our exports then amounted to 30,000,000 bus. Of course, we had to take into consideration not only here, but all over the world, that production and consumption were on a very small scale compared with the present period; so were taxes, governmental income and expenditures; we then dealt in millions, and a billion looked like an astronomical figure.

Wheat production grew rapidly, and export business gained in importance. By 1889 the average amount of wheat raised during the preceding decade more than doubled and amounted to 447,000,000 bus. The next twenty years there was another growth of over 200,000,000 bus. to 653,000,000 bus., and in the period 1920-29, we averaged 829,000,000 bus.

Exports also grew rapidly, gaining considerably every ten-year period, starting with the period 1870-79; 86,000,000 bus. were exported on a yearly average and by 1920-29 they had reached 217,000,000 bus. average per year. This was the Golden Age, as far as wheat exports are concerned. The largest year was in 1920, when we exported 366,000,000 bus. of wheat, but at that time there was no duty on Canadian wheat, and we also were very large importers. This was a wonderful opportunity for the grain trader, some mills preferring the Canadian wheat in many instances to that grown in the United States and imported it; therefore, there was a larger quantity of American wheat available to be shipped abroad.

Until the year 1929, there never was any government interference with wheat control, nor were there any subsidies given to the farmer. He was left entirely to his own resources, and we believe in the main he did very well for himself.

There was a great depression all over the country in the year 1894, when wheat values declined in the Chicago market for futures to about 45c, a very ruinous price for the farmer, but he did not suffer any more than wheat farmers all over the world. In consequence, land everywhere was neglected, acreages were reduced, and gradually accumulated stocks decreased; nevertheless, prices for a long time could not recover much above 60c a bu. Then followed the crop of 1897, which was a very short one, on a small acreage, September wheat started selling in Chicago at about 62c a bu., and the following May, 1898, it sold as high as \$1.75. It finally closed the end of May at \$1.35. From then on until the war, or for over 16 years, the price level was entirely satisfactory to the farmer, so much so (as shown by previous figures) that acreages were continually increased, which would not have been the case had he not made a good living from the raising of wheat.

All this time the United States did a good export business regularly every year and found no difficulty in competing with other nations. The United States and Russia were then the largest exporters. They vied with each other. One year Russia had good crops, surpassing the United States, and the following year the United States probably topped the list. This all changed completely during the war when Russia had no shipping facilities nor water

outlet, and during the entire period of the war not a bushel of wheat was exported from that country. This was the opportunity for Canada and Argentina (and to a minor extent for Australia) to become exporters. These countries increased their acreage to such an extent that Canada became the largest exporter, with Argentina next. During the last few years, Australia also shipped more than the United States, and Russia has become a minor factor.

The method used in exporting wheat changed, as did everything else. In former times, the American exporter had his agents in every part of Europe, Liverpool, London, Berlin, Hamburg, Milan, Rotterdam, Antwerp, etc. He would offer wheat each night at a fixed price and the next morning acceptances had to be here before the opening of the session. When prices were too high, prospective buyers would make counter bids during the session. Of course, in calculations, allowances had to be made for possible fluctuations in the market overnight, and foreign exchange at that time was so stable that it cut but very little figure. This lasted until the war broke out.

During the first two weeks in August, 1914, foreign bankers refused to buy foreign exchange and it was impossible to do any business. Also, a great many sales that had been made to Germany and other countries which were at war could not be filled as steamship companies refused to let their vessels leave ports, and they canceled all freight. There was great chaos. Much wheat had been accumulated at Gulf ports and a great deal was in transit. The firm with which I was associated at that time had a demurrage bill from the railroad companies of about \$75,000. Then suddenly, the English government came in the market offering to buy wheat, paying for it in New York against proper documents. During the whole period of the war the foreign export business was done by foreign governments against cash payments on delivery of proper documents.

After the war, new difficulties arose. Many of the foreign countries were impoverished. Foreign exchange fluctuated considerably, but in one way or another, either the governments stepped in and provided the exchange or wealthy foreign grain firms took the risk, some of them giving credit, so that business continued here while we had a surplus. During the four years preceding this season, when export business was almost impossible because our markets were higher than foreign ones, the American exporter gradually gave up his foreign connections, so that at the present time there is hardly one left who does business direct with Europe.

Business is now done mostly by international houses, foreigners who have their headquarters abroad, representatives here, and agents in different European cities. They are in constant touch with their clients and it would be impossible from here to accomplish the same results and compete with them; therefore, the American firms who still have the facilities for exporting wheat are selling it practically all F.O.B. to these international houses.

Naturally, the farmer obtained very extravagant prices during the world-war years, prices ranging between \$2 and \$3 and above for several years, but when the natural readjustment came after peace was declared, prices declined; the farmer was naturally spoiled, and agitation for government help started, without success, however, for a number of years.

**Effect of Government Legislation.**—During the period between 1925-29, several bills were suggested in Congress to try to help the wheat farmer in various ways. The so-called McNary-Haugen Bill was introduced and defeated. However, the world at large believed that sooner or later the United States government would see to it that the wheat price would be kept up one way or another, knowing that if the government had the will to do so, it had the power, and this led to increased acreages.

This, also, induced a great many traders and speculators (also farmers and consumers) to hold extremely large stocks, and tremendous surpluses which otherwise would have been exported were accumulated in this country. Everyone was of the opinion that wheat would be worth more money everywhere, provided the United States would sustain the price of wheat in this country.

As a result, in 1929, there was such a glut of wheat in this country that the Hoover Administration started purchasing wheat in every market in this country to sustain prices, altho wheat in October, 1929, when operations commenced, sold at \$1.18 in Chicago.

The consequence was that by keeping up the price of wheat artificially above the world price, our exports decreased again, and during the eight years from 1930 to 1937, we exported only 80,000,000 bus. of wheat yearly and imported 22,000,000 bus., making our net exports 58,000,000 bus., which was lower than our exports during the period from 1870-79.

In the year 1929, when our Farm Board began operations, Canada exported 407,000,000 bus., and ever since she has been our greatest competitor, and the largest wheat exporter of all nations. This despite the fact that Canada has a population of 12,000,000 only compared with ours of about 130,000,000, and altho we have the best home market of any nation in the world.

**Future Exports.**—Naturally, the size of the export business will depend very largely upon the amount of exportable wheat we shall have to dispose of. Roughly speaking, I think the indications at the present time are for a crop of one billion bushels, with a home consumption of 650,000,000 bus., so that there will probably be 350,000,000 bus. remaining for export, and the same carry-over that we had this season. I estimate home consumption at only 650,000,000, compared with the generally accepted estimate of 675,000,000, because for the coming season I expect a sufficient reduction in acreage so that 25,000,000 bus. less will be used for seed. I also consider it possible, if the spring wheat crop turns out as it has in some of the more favorable years, that the amount raised might be even larger.

Now, it is quite plain that the excess of 350,000,000 bus. will have to be exported some time, unless we assume that in the years to come we should raise less than home consumption, but this does not seem likely to me. I am

fully aware that next year's acreage has been determined to be 62,000,000, or less. On this acreage we could easily raise 650,000,000 bus. I cannot imagine that the final acreage to be determined upon for next season will be less because I doubt whether farmers would stand for a bigger reduction than 18,000,000 acres, which would be almost one-fourth. Anything more than that, I think, would be so resisted by the farmers that a great many would rather forego the subsidies, or there would be such agitation against it that it would not be carried out. The prospects for exporting much next season are quite favorable for the first three months, but afterwards we shall be in competition with the Canadian crop and if present prospects are maintained, we shall not find it very easy to sell much, particularly not if for one reason or another a higher price level is maintained through loans, etc., on part of government agencies.

**For the present,** I consider it quite likely that about 10,000,000 bus. a month will be wanted abroad during July, August and September, so that this country, together with Argentina and Australia, will have to furnish the bulk of requirements and Canada's old wheat stocks will be very largely reduced.

**Acreage Reduction Not the Best Policy.**—This is not the place to discuss the wisdom or folly of the Administration's policy of curtailing acreages. This is a free country. We have one party in power and one in opposition, a system which has proved to be very advantageous, as this enables all sides to be heard. Therefore, I take the privilege as a citizen of the United States, and a loyal one, to express my views that compulsory reductions in acreages will not prove to be the best interests of this country.

The more we grow, the more we can export, and we are in a position to compete with any other country in the world, and we did so in the past when there were no restrictions. We have the best home market, which is very important, and there is no reason why a country of 130,000,000 people should export only 50,000,000 to 100,000,000 bus. of wheat, when Canada with 12,000,000 population exports 200,000,000 to 250,000,000 bus. Argentina, also, with a small population exports a great deal more than the United States. We have the soil and the climate to raise wheat; we have the best machinery, and the most intelligent farmers, and if we do raise large crops, it will benefit our railroads, our steamship companies, our laboring men, all the middlemen who have a hand in the handling of it, and it gives employment to people instead of throwing them out of work. If we reduce our wheat acreages one-fourth, I firmly believe much labor will be thrown on the market and more people put on relief.

**Monetary Conditions.**—In the meantime, it would be easy to find a better market abroad if monetary conditions were more stable, but at the present time, many of the larger countries in Europe are in very bad financial straits and Italy and Germany, with very large populations, are compelled to restrict their importations for lack of foreign exchange. France, also, is in rather bad shape and if one considers that their currency has already depreciated the same as the our dollar would not be worth more than eight cents in gold, compared with the period before the war, it can easily be seen what great changes have taken place. At the present time, even Belgium has its difficulties thru the latest devaluation in France. The Netherlands and Switzerland, altho in reasonably good financial shape with good gold reserves, are not entirely without influence from the French situation. Here in America we can never tell what will happen in a monetary way, so long as we have obligated ourselves to pay \$35 for an ounce of gold, compared to \$20.67 for a century or more. The consequence of this policy has been to stimulate gold production thruout the world, until now it amounts to over \$1,000,000,000 a

year above requirements for other than monetary purposes, such as arts, dentistry, etc.

You folks here represent only one of the forty-eight states in the union and yet this season the state of Texas will export just one-half of all new wheat which is being exported in the whole of the United States. Of course, there is one month to go yet, but we are quite sure that approximately the United States will export this year 90,000,000 bus. of wheat and flour, about 10,000,000 bus. is shipped in the shape of flour, the other 80,000,000 will be wheat and the port of Galveston will clear about 40,000,000 bus. of same. Just fancy, when you consider the great ports of New York, Boston, Newport News, New Orleans, then all the ports on the Pacific coast, furthermore, all the shipments which are being made from Chicago via Montreal and other Canadian ports, and the total is not more than Galveston alone ships. It is true that you have a wonderful location, but this alone would not do it. You have splendid elevator facilities and you give such prompt service that steamers like to go to your ports knowing boats can be loaded in the shortest time possible. Texas will always rank among the great grain export states of the United States.

After 2½ hours of argument the Commodity Exchange Commission on May 26 took under advisement a motion to dismiss the complaint by Cargill, Inc., against the Chicago Board of Trade, alleging downward manipulation of corn prices.

The brokerage clause in the Robinson-Patman Act has been upheld in a decision recently by the U. S. Circuit Court of Appeals at New York against the Biddle Purchasing Co., grocery buyer, which sought to continue receiving commissions from sellers, after the Federal Trade Commission had ordered the practice stopped.

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# Missouri Dealers Will Save Country Communities from Truckers

The trucking problem and its solution was the chief topic of interest at the annual convention of the Missouri Grain, Feed and Millers Assn., held at the Kentwood Arms Hotel, Springfield, Mo., Thursday, May 26, with over 250 delegates and guests in attendance, a new record for the association.

## Morning Session

PRES. HENRY H. GREEN, Pattonsburg, presided at the opening session.

After invocation was pronounced by Rev. Sears F. Riepma, Christ Episcopal Church, the guests were welcomed by Jewell E. Windle, pres. of the Springfield Chamber of Commerce.

W. W. POLLOCK, Mexico, responded.

PRES. GREEN delivered his annual address from which we take the following:

### President Green's Annual Address

If the Missouri Grain Dealers' and Millers' Ass'n is to live and continue to grow as it has the past few years it must give its members something for their dues. We must accomplish something together that we can not do individually. A few years ago our problems were mostly local and, at the most, part of or a whole state might have similar problems. Today our problems seem to be national or even international.

What is done in Washington affects all and especially persons in the grain trade. Your association, through its affiliation with the Grain and Feed Dealers' National Ass'n and that association's affiliation with the National Grain Trade Council, is constantly on the job doing everything humanly possible to stop harmful legislation, and, when stopping is impossible, to minimize harmful legislation. This is one of the ways our association has proved its value many times. I am sure some of the laws enacted in Washington affecting our business would have been more radical had it not been for the work of these men in Washington representing this organization of which we are a part.

The Grain and Feed Dealers' National Ass'n has about 700 direct members but it also has 23 affiliated associations so that in reality when its representatives speak in Washington they speak for the grain trade as a whole. Through them and in other ways your secretary is kept informed and quickly passes this information on to all of us through his bulletins.

Our secretary is also a member of the State Secretaries' Circle which is composed of the secretaries of state associations and whose members keep each other posted by weekly letters.

CROP LOANS on wheat is new to all of us and it is certainly important that all of us know as much as possible about the effect of this bill on our own business. Again it seems we are likely to have the hour and wage law. The Grain and Feed Dealers' National Ass'n and the National Grain Trade Council are doing all they can to have our labor exempt from this bill. Most country elevator operators know that a minimum wage of 40 cents per hour with 8-hour days would force the closing of a lot of our stations. Every grain dealer should write his senator and representative protesting against including country elevators.

FIXED GRAIN PRICES, which no grain man wants, seem to be on the calendar. No one knows where it will lead and we can only hope for the best. However, we are certainly warranted in saying that our problems are international. Who knows but that our associations, collectively, might be the means of preventing such proposed legislation becoming a law. From a purely selfish standpoint we must give our associations, both state and national, all the assistance we can.

I think we shall all agree that our business needs watching as never before. If we could see the pitfalls individually there is little we could do to help ourselves. Therefore when you pay for your membership in our association you are assisting in maintaining a state and national organization that is doing everything possible to protect your business in these days of constant and radical changes. So long as this association continues to perform valuable service to its members it will continue to grow in numbers.

SECY. A. H. MEINERSHAGEN, Higginsville, delivered a resumé of the Association activities for the year, and reported a highly satisfactory financial condition.

### Secretary Meinershagen's Report

This is the fifth annual report since its reorganization. Our paid up members up to May

1, 1938, are 278. This shows a loss of nine members.

At the time of our convention, May 27, 1937, which was held in Jefferson City, we were all elated in the work that had been done on House Bill 228 which was passed by the House and the Senate but to our surprise our Governor vetoed the bill which was a disappointment to all business that took part in this matter and especially to those who had worked hard to carry this bill through the House and Senate. The class of business that favored House Bill 228 are not quitters and you will find them in Jefferson City at the next general assembly. We cannot quit. We must have some protection against the itinerant trucker and it is up to us to continue this fight for the protection of all established business throughout the state. This is one important piece of work that the Association must do.

THE RETAIL SALES TAX Law eliminating the 2c Sales Tax on all feed when sold to a bona fide feeder of live stock or poultry to be sold ultimately in process form or otherwise at retail we consider a great benefit to the live stock and poultry feeder and a victory for the grain trade and the Association should be given credit for the amendment of this law. I urge that all retailers of feed file the certificate recommended by the association, signed by the pur-chaser, for the dealer's protection.

MISSOURI'S WAREHOUSE COMMISSIONER has been asked to equalize the Missouri Inspection and Weighing fees with the fees of the State of Kansas. As the inspection fee is \$1.00 per car and weighing charges are \$1.00 per car when grain is inspected and weighed on the Missouri side and the same charges in Kansas are 75c per car, a car of grain inspected by the Missouri Inspection Department costs the shipper 50c more than the Kansas Inspection department charges. We urge all dealers to write the Missouri Warehouse Commissioner, asking for a change in these fees.

REDUCTION IN FREIGHT RATES.—Your organization with the cooperation of other grain interests filed a petition with the Interstate Commerce Commission asking for a reduction in freight rates on grain from Iowa and other northern states to points south of the Rock Island in Missouri and south. Your secretary and field secretary attended this hearing. After a lengthy consideration by the Commission the reduction was refused.

THE SEED LAW enacted by the general assembly of 1937, effective on and after Jan. 1, 1938, is a real improvement over the old seed act of 1919. A Seedsman's Permit is required of any retailer who deals in or who sells on consignment any seed, the containers of which do not bear the legal label including permit number of a licensed seedsman. If any retailer desires to handle locally grown or other seed not coming to him legally labeled including seedsman's permit number, he is required to secure a seedsman's permit costing \$1.00 and to correctly label all seeds bearing his seedsman's permit number. The Seed Law is correcting some evils of the truck peddler selling seeds in some localities.

MARGIN OF PROFITS.—Calvin Coolidge, in an address Dec. 15, 1916, said: "There is just one condition on which men can secure employment and a living, nourishing, profitable wage for whatever they contribute to the enterprise, be it labor or capital, and that condition is that someone make a profit by it. That is a sound basis for the distribution of wealth and the only one. It cannot be done by law, it cannot be done by public ownership, it cannot be done by Government. When you deny the right to a profit, you deny the right of a reward to thrift and industry."

In some of our local meetings the past year some of the dealers complained about their competitor not asking a profit and giving free storage. It was suggested that you call your competitor and maybe he was thinking the same, about you. A case was sighted where a dealer was giving free storage for 90 and 120 days. In some cases the dealer who was giving this free storage is out of business and the customer who thought he was getting something free, realized that after receiving this free storage there was no money to pay for the grain. This is harmful to the grain trade in general and in many cases could be avoided if more attention was given to a legitimate margin of profit and pay for services rendered.

Now that the government is engaged in a definite program of aiding agriculture with annual appropriations exceeding a billion dollars, it very likely is useless to protest against the vast waste, amounting probably to half the entire amount, involved in current expenditure of more than a billion and a quarter dollars a year. Yet it is fair to raise the question, now and hereafter, of what has been, is now or is likely to be the gain for agriculture in these expendi-

tures, many of them simple subsidies and experimental.

FRED H. CHAMBERS, Concordia, field sec'y, discussed the possibility of passing truck legislation at the next session of the legislature. In the course of his address he said:

### Field Sec'y Chambers Prescribes Remedy for Trucking Problem

I was privately advised to "tell us the low down as to how to obtain legislation to regulate the trucks."

If you have been inclined to agree with the Doubting Thomases, then I fear that you have about succumbed to the very spirit which every Dictator in Government hopes will typify those whom they would subjugate.

A jellyfish will make more progress in its quest for a livelihood than a businessman after he becomes the product of a dictator and assumes the "It's no use" attitude.

The answer is that not one of these attitudes has the slightest semblance of justification provided you will thoroughly organize and the individual member will do little things which the organization asks him to do and acts promptly.

That is why I am proud to represent the Missouri Grain Dealers & Millers Ass'n, that you of this organization have already proven just the reverse and that you can repeat that performance, if you will. You, together with the Millers and the Seed men, the Lumber, Coal, Produce and Hay men did support trucking legislation of real merit.

There was no hope, or even possibility, of such Passage two years ago until you and the other lines of business put your influence behind the campaign for it; and, after you did get behind it, we could not have failed to pass whatever proper bill we had the nerve to insist upon.

If you had placed the same amount of influence, or pressure, on the Governor of this state that you did upon the legislators he would have signed your bill and it would be the law of this State today.

You allowed two Senators and a pair of Representatives, three of whom had axes to grind, to make the Governor feel that your bill would hurt the apple grower. Men from the City explained to the Governor why the Country districts also needed House Bill No. 228. The fellows from the country who appeared before this country boy, who is himself primarily interested in orchards, told him it would hurt the apple grower. And you, having done a superb job of convincing the legislators did nothing to convince the Governor because nearly everybody thought that the Governor was more of a business man than orchardist.

You and the fellows in those other trades in your town and county have the influence to cause not only the legislators, but the Governor to approve a better bill than the one Stark vetoed. It may be trite to repeat here that you also have the duty to do so. You always have had this potential power and I call your attention to the fact that your power never was greater than today in spite of the well known efforts of those at Washington and Jefferson City to make you feel otherwise. The would-be demigod in either capital would have you take his dictation and yet there never was a time when those fellows had their ears to the ground as closely as today. They are trying to satisfy every known block of voters. If two blocks of voters demand opposite things they try to satisfy the block with the greater number of voters and the only way they find which block has the greater number of votes is by the pressure brought upon them. And remember they are especially anxious to satisfy you just before election which proves that you have good sense.

If you will go home and head the movement to pledge every candidate to work for and vote for your bill to regulate the use of the highway as a place of business so that the irresponsible merchant on wheels will have to obey the same laws under which you are compelled to operate and will, before you elect them, pledge them to use every means at their command to bring about the Governor's approval of your measure then, I say, you have it within your power to pass a better bill than that vetoed and to have it become a law.

God knows this country must be brought to its senses and yours is the only state-wide association which has a membership at the crossroads where the majority of the legislators also live and so, if it means nothing to you that God knows and is watching then you apply that other line of reasoning which I believe is that God helps them as helps themselves.

The primary is the place where you should cinch this matter and no man should be allowed to get upon either party ticket in your district unless he is a pledged advocate of this legislation.

Your officials and your committees have a right to expect you to show initiative now in your own district, where you should be able to see the chance to aid first. In the last election your attention was called to this feature

a little late but you will not have that excuse for neglect this time. May I add that your field representative is proud of what you did do when you passed House Bill No. 228 by a majority of 102 to 14 and has confidence in you for the future.

You have every reason to fight for justice to yourselves and your customers and I suggest that this is the time to ask those who would go to the legislature why the business man who built the church, the school and who pays the bulk of the taxes should now be compelled to compete with men who are careless of grades and weights and whose advice is unsound if not often dishonest and who can not and could not in the future be expected to pay taxes, make endless reports or help in any way to support the Government. Get your candidate to thinking, know his attitude and then elect only those who will aid in the solution of this problem. This YOU CAN DO.

**SECY. MEINERSHAGEN:** "It has been suggested that the name of this association be changed to Missouri Grain, Feed & Millers Ass'n. We may broaden the scope of the association. The majority of our members handle feed."

A motion was made and carried that the association be henceforth known as "The Missouri Grain, Feed & Millers Ass'n."

**GEORGE L. PATCHIN,** Appraisal Service Co., Minneapolis, read a paper on Appraisals and Property Records which will be published in a later number.

**PRES. GREEN** appointed the following committees:

**RESOLUTIONS:** John Ballard, St. Louis, chairman; F. E. Robinson, Palmyra; Guy Goode, Centerview.

**NOMINATIONS:** W. W. Pollock, Mexico, chairman; George Klingenberg, Concordia; Carl Bolte, Slater.

**AUDITING:** Joe Dulle, Jefferson City, chairman; Charles Brucks, Glasgow; Art Mann, Clinton.

All delegates and guests attended a buffet lunch served in the roof garden.

### Afternoon Session

**PRES. GREEN** presided at the second and closing session.

**CARL E. BOLTE,** Slater, pres. Missouri Millers Ass'n extolled the merits of Missouri soft wheat flour as the world's best for cakes, pastry, and all home baking, and as an all purpose flour. He urged the elevator men to encourage the planting of types most desirable to millers, such as Early Missouri Premium, and cautioned against the influx of semi-hard and mixed varieties. He asked the dealers to use their influence in extending the use of Missouri flour.

"If we all publicize Missouri soft wheat flour, we can double the grind to 21,000,000 bushels and thereby improve the general betterment and prosperity of the state."

**C. ROBERT POMMER,** St. Louis, pres. Missouri Seedsmen's Association, offered as suggestions for the improvement of agricultural conditions, weed seed control and selection and improvement of seed varieties. His address is published in "Field Seeds" this number.

**TOM R. DOUGLAS,** Jefferson City, assistant commissioner of agriculture, in his address "Seed and Feed Control in Missouri" outlined and explained the provisions of the present seed law and feed regulations. He said "Farmers will buy cheap seed, and future legislation will be aimed at cheaper, poorer grades of seed by making stricter regulations each year."

"Many smaller feed manufacturers, dependent on local grains have experienced difficulty in keeping their feeds up to formula the past year because of the poor quality of last year's crop." He urged the dealers, when unable to keep their feeds up to guarantee, to re-register their formula.

**DAVID MEEKER,** Columbia, Missouri Agricultural Committee, traced the development of agricultural legislation and explained the 1938 Agricultural Conservation program.

**FRANK A. THEIS,** Kansas City, chairman of the National Grain Trade Council, delivered

a somewhat pessimistic address on "National Legislation." After outlining agricultural legislation to date, he stated "continuation of soil conservation is a very laudable thing, but it contains features which are complete agricultural regimentation." He predicted the success of crop insurance because the government was avoiding the insurance of price and because of the ample data available upon which to base the plan. "Wheat loans," he said, "will cause more trouble and chaos than many imagine. We will have a loan on this crop, and further, these loans will be made under the law without recourse, which gives the producer a put, and unless the price exceeds the loan at expiration, the wheat will become the property of the government. There is more dynamite in this law than any other under which we have operated. What the wheat loan will do to the grain business, nobody knows, but the corporation has the government behind it, and thru crop insurance and wheat loans the government may have 300 million bus. wheat on its hands after the first year. There is no forward buying today because buyers are watching this development. The system of future prices projected over a twelve month period is in jeopardy."

"There is hope on the part of the administration that the surplus can be stored on the farm, but those of us who have had experience know that we may have a lot of wet wheat, and any effort to store it on the farm will bring about a catastrophe." He predicted that within the year there will be loan or insurance wheat in every elevator in the Southwest. He also predicted a new processing tax on wheat. Preferable to a loan on a flat or zone basis he advocated basing the loan in relation to the commercial value.

In defense of the grain trade, he stated that each and every unit of the industry has served a useful purpose, and if left alone, the producers will some day thank the industry for its system of marketing.

**CHESTER L. WEEKS,** St. Joseph, Mo., Chairman of the Committee on Truck Competition, of the National Ass'n, talked on transportation and its relation to the grain trade. He traced the development of agriculture, the transportation to serve it, and rates to permit a natural flow of grain from producer to consumer. "Our industry is dependent upon the transportation system, and predicated on the rate structure on which the grain trade was built. To get this grain back on the rails, the country elevator, interior mill and terminals must co-operate to bring pressure on the railroads to restore transit and proportional rates formerly enjoyed."

**WALTER SCOTT,** Kansas City, in a discussion of Transportation Problems, advised the dealers to give some thought to the consideration of daily cancellation of billing by the railroads. He outlined three avenues to a solution to the trucking problem: reduction of rail rates, operation of trucks by elevators, and legislation regulating trucks. "The ears of the railroads," he said, "are closed to any talk of reduction and there is no immediate prospect, but we are working for the future." He questioned the operation of trucks by elevators as a solution, saying that in Iowa many elevators have tried trucking and reported a wide range of costs. Generally they found trucks useful for covering their local territory, but could not make them pay on long distance hauling and some reported that an effort to make their long hauls profitable found them in the trucking business. "Legislation," he said, "is the most likely avenue of relief" and after outlining the legislative activities in the various states, urged the dealers to assist in getting proper laws enacted by informing their local communities of the situation and working on their representatives.

**CHARLES HASSETT,** State Representative of Clinton, Mo., stated that two-thirds of the Missouri representatives would return to the next session, that most of them favored

truck regulation, and predicted that a bill will pass.

**JOE DULLE,** chairman of the auditing committee, read the favorable audit report which was approved.

**JOHN BALLARD,** chairman resolutions committee, presented the following resolutions all of which were unanimously adopted:

### Resolutions Adopted

The grain business has short seasons of movement in large volume and other longer periods when marketing of grain is at a very low ebb. Employment conditions vary widely at different times of the year and also with localities, therefore, we urge that in the consideration of any wage-hour legislation, consideration be given to the peculiar conditions surrounding the marketing of farm products and exemptions be made in the application of fixed wages and hours to prevent an increased cost in the handling of same.

#### Plan Campaign for Trucker Regulation

**WHEREAS:** The itinerant trucker is becoming more of a decided and increasing menace to many lines of business and has been one of the most important factors in forcing many railroads into bankruptcy, which is a leading feature of present depressed conditions and,

**WHEREAS:** Lack of regulation which results in some itinerant truckers perpetrating frauds as to weights, quality, etc., and unfairly competing with regular dealers who have investments and overhead expenses and serve their territory regularly, which includes lumber, coal, produce, seed, milling, and other interests who are taxpayers, and

**WHEREAS:** The itinerant trucker should be compelled to furnish bonds covering different menaces including hazards and loss of life, that have resulted from their operations and should be compelled to pay taxes compared to other states, considering the wonderful expensive highways used by them, and the far from adequate taxes paid by them, therefore be it

**RESOLVED:** That the officers and members of this association enter upon a program to secure the passage of another bill similar to House Bill 228 passed by the 59th General Assembly, which was vetoed by the Governor, and endeavor to persuade Governor Stark of the fairness and necessity of a Bill of this character. And be it further

**RESOLVED:** That the Missouri Grain, Feed and Millers Ass'n continue their support of the Associated Southwest Country Elevator's effort to secure proper truck regulation legislation, and that the president of this Association appoint a committee to cooperate in this activity.

#### Commission Merchants Going Around Country Dealers

**WHEREAS:** For several years, at least a few St. Louis commission merchants have solicited consignments from farmers as far west as central Missouri and whereas the country elevator dealer performs a valuable service for the farmers tributary to him and has of necessity a considerable investment and overhead, be it

**RESOLVED:** That commission merchants soliciting consignments or making purchases from farmers should not expect nor receive business from regular country dealers.

**RESOLVED:** That the Association extend its thanks to Mr. Forrest Lipscomb for the hospitable treatment accorded members and to those who have addressed this meeting.

### Election of Officers

The following officers were unanimously elected: pres., Forrest W. Lipscomb, Springfield; vice pres., Guy Goode, Centerview; director, one year, Henry H. Greene, Pattonsburg; directors, three years, F. E. Robinson, Palmyra; Joe Dulle, Jefferson City; George A. Klingenberg, Concordia; Carl Bolte, Slater; Phillip Ratliff, Neosho.

Pres-elect Lipscomb took the chair, expressed his appreciation for the honor, and asked the support of the members during the ensuing year.

Adjourned *sine die*.

### The Banquet

The annual banquet was held in the roof garden where more than 250 delegates and guests enjoyed an excellent fried chicken dinner.

**PRES. LIPSCOMB** acted as toastmaster. Speaker of the evening Tom Collins, Sunday Editor of the Kansas City Journal Post, who put the party straight on the subject of "Worry."

**Springfield Meeting Attendance**

Registration of delegates was in charge of C. D. Tompkins, W. E. Meek, R. E. Hoeft, and W. H. Raith of the Millers Mutual Fire Insurance Co.

KANSAS CITY was represented by Frank Theis, Frank Stoll, Walter Scott, Hearne Christopher, Stanley Christopher, Jim Vaughn, Frank Ward, Edward Worth, W. M. Huff, Jack Martin, Ted Marshall, B. J. Geisel, Walter Farmer, Ralph Martin, W. D. Smith, J. H. Wooldridge, Bert E. Orr, F. D. Bruce, Clifford Fears, J. P. Parks, L. G. Libbert, S. C. Masters, F. L. Ferguson, T. E. Preston, E. H. Sullivan, and R. W. Sampson.

FROM ST. LOUIS came Arthur Kilz, C. Robt. Pommer, W. J. Krings, H. H. Savage, R. H. Lewis, Edw. F. Mangelsdorf, Paul F. Lynch, W. T. Brooking, F. J. Sommer, Marshall Lusk, A. Samuel, T. M. Scott, P. H. Smith, A. R. Benson, Arthur Davis, J. N. Fuller, Julius Schurmann, F. J. Ohlhausen, C. A. Wilson, J. O. Ballard, H. L. Boudreau, J. C. Oliver, G. H. Schruler, and A. M. Smith.

ST. JOSEPH was represented by C. N. Ogden, Chester L. Weeks, and H. Dannen.

COUNTRY SHIPPERS in attendance included F. M. Carnagin, Aldrich; M. D. Grider, Appleton; C. F. Witter, Ashbury; W. A. Beal and Fred Likens, Ash Grove; O. F. Kelly, Booneville; F. E. Filler, Bunceton; M. F. Arnold, Butler; Art Mann, W. S. Herring, and L. Maher, Clinton; Roy Morrow and C. A. Knight, Clinton; Guy Goode, Centerview; George Klingenberg, Concordia; H. W. Kuhlmann, California; Frank Wine, Clarence; F. M. Elliott, Drexel; W. C. Weisser, Eldon; H. F. Neimann, Farley; C. F. Bonenkent, Edgar Heinholz, Frohna; F. A. Degood, Golden City; Tom Vossler, Henry Westhues, Chas. Brucks, Glasgow; Martin Abrahams, Hamilton; F. J. Thomas, Harrisonville; Lincoln Weiss, Hoberg; J. O. Kincheloe, Hughesville; Lon Mallary, L. B. Veale, Iantha; K. B. Drummond, Jamesport; R. R. Carter, R. Webb, H. O. Woodward, Kenneth C. Wright, Jasper; Chris Harris, E. W. Mullins, C. A. Hitz, Francis Sowers, Joplin; J. H. Dulle, Jefferson City; Fred G. Howett, King City; Edwin Lipscomb, Buford Hawkins, Liberal; N. H. Cayun, Liberty; Joe Noel, Lees Summit; E. L. Theurer, Lockwood; W. W. Pollock, Mexico; H. T. Ransom, Metz; R. F. Whittlock, Monette; O. M. Lane, Marshfield; Wm. G. Rea, Pete Rea, Marshall; U. F. Schmitz, Meta; C. H. Heiman, Montrose; E. W. Schwengelerdt, Mayview; J. W. Lingsweiler, Niaugua; R. J. Ellis, Otterville; C. Carter, Odessa; C. O. Grumes, Pierce City; Geo. L. Hutchens, A. A. Britian, Pioneer; Henry H. Green, Pattonsburg; R. B. Tilley, Plato; H. F. Kienberger, Ridge Hill; Nick Willen, E. L. Midkiff, J. F. Midkiff, Rockville; Carl Bolte, Milton Reibenbach, Slater; H. F. Bauer, Stover; Lon McCorkle, R. Lee Webster, Salisbury; Nettie Rippee, Seymour; Ted Sullivan, Sedalia; C. W. Crawford, Seneca; Vic Wolfe, Smithville; Al Finley, Don Albam, Tipton; Travis Edmonson, Walnut Grove; E. P. Goodnight, W. A. Brown, Weableau; L. A. Schmitz, Westphalia; Roy Todd, Wheatland; Clarence Ball, Webb City; L. L. Barber, Versailles.

KANSAS sent C. V. Wait, Centerville; C. P. Kelso, Pittsburg; and Edw. O. Brien, St. Paul.

GEORGE STITES, president of the Nebraska Ass'n, came from Union, Nebr.

HUGH WITT and H. M. Stokes came from Vinita, Okla.

E. F. Ernest represented Ernest Eng. Co. and F. J. Murphy represented Huntley Mfg. Co. C. J. Dowling distributed cigars for Oyster Shell Prod. Co.

**Crop insurance** in the Southwest will be handled thru a Kansas City office in charge of Wm. M. Talbot, from Amarillo, Tex.

**Rains Cheer Panhandle Dealers**

In the Texas Panhandle there is nothing like a good rain for cheering the wind and sun tanned old-timers, and a regular old soaker on May 22 that extended from New Mexico across literally all of the Texas Panhandle's 38 counties revived withered wheat plants and supplied sufficient surface moisture to bring their promise of a crop to maturity. The opening of the 25th annual convention of the Panhandle Grain & Feed Dealers Ass'n in the Crystal ballroom of the Herring hotel, at Amarillo the following morning found more than 200 delegates in a cheerful mood.

The short convention sessions (confined to the mornings of May 23 and 24) moved rapidly and left plenty of time for the primary purpose of these gatherings, the opportunity to renew acquaintances, gain new ideas on what to expect in the grain business, and to establish business contacts for the current season.

**Monday Morning Session**

PRES. H. B. HANKINS, Lubbock, presided at the opening session.

INVOCATION was pronounced by Dr. C. C. Grimes, pastor, Polk Street Methodist Church, while all delegates stood.

WALTER A. BARLOW, prominent Amarillo Chamber of Commerce official and well-beloved Panhandle grain and mill man, officially welcomed the delegates and offered them the keys to the city.

TOM CONNALLY, Clarendon, the ass'n's first pres., made a glowing response.

PRES. HANKIN'S annual address called attention to the dominating influence of government on the grain business. "It seems that we have a new deal in the grain business nearly every year, whenever the farmer changes his way of doing business he automatically forces a corresponding change in the way the grain dealer must do business.

"In these trying times we need our ass'n more than ever. Don't leave everything to be done by your secretary. A successful ass'n needs the helpful cooperation of every member, and it needs the membership of every grain dealer in its territory."

SEC'Y JOE S. MORRIS, Amarillo, showed the ass'n finances to be in good order, and read the minutes of last year's meeting. His report was approved and adopted.

FRED UHLMANN, Chicago, featured speaker at the Monday session, addressed the delegates on wheat exports, calling attention to the influence of the Chicago market on export trade, and anticipating busy export trade in Texas and Panhandle wheat this year. His able address is published elsewhere in this number.

J. F. MOYER, Dodge City, Kan., sec'y, Kansas Grain, Feed & Seed Dealers Ass'n, analyzed the costs of operating a country grain elevator, quoting figures from a survey he conducted and compiled from the reports of 68 Kansas elevators that represented fairly all classes, farmers' elevators, independent elevators and line elevators.

**Country Elevator Operating Costs**

"It costs money to run a country elevator," declared Mr. Moyer. "It costs money to run any kind of business. It costs something even to give away money. For instance, there is the government's soil conservation project, which requires 2½% for administrative expense, and it has no taxes, no interest, no insurance and other forms of fixed overhead expense such as must be borne by every grain dealer. Yet last year I found many country grain elevators trying to do business on margins that totalled hardly 2%. No wonder they so often find themselves with nothing at the end of the year."

"The grain business has been termed a highly speculative business. It shouldn't be, if the elevator operator properly considers his costs,

takes reasonable margins, and conducts his business in a non-speculative, business-like manner.

"Our survey of 68 elevators is a fair cross-section of the country elevator operating costs in Kansas. The average elevator reporting had capacity for 20,800 bus. of grain, its assessed valuation was \$4,254, and it handled 93,644 bus. of grain during the year. The average cost for salary and labor during the year was \$1,766, for power \$128.70, for office expense \$127.56, for depreciation \$402.30, for rental \$23.72, for maintenance \$181.12, for insurance \$203.42, for interest \$261.72, for taxes \$233.90, for miscellaneous items \$258.25, or a total of \$3,586.69, which amounts to .0383c per bushel.

"While individual returns on the cost of handling a bushel of grain varied from a low of .0141c to a high of .103c, no great difference appeared in the costs of the various types of elevators, except that independents showed a somewhat lower average than did either line companies or cooperatives. Probably this is due to owners operating the houses and in many cases failing to charge up a salary for themselves. One operator, for example, reported handling 137,000 bus. of grain on a total salary and labor charge of only \$578.

"Speculation begins where grain dealers establish their margins. It is at this point that speculation should be removed. If you know what it costs to handle grain, it becomes obvious that you must get more than this margin if you are to show other than speculative profits."

"Usually the grain dealer who takes insufficient margin to cover his costs blames his competitor for his inability to make a profit. If he would get acquainted with his competitor both might make a little profit."

**Com'ites**

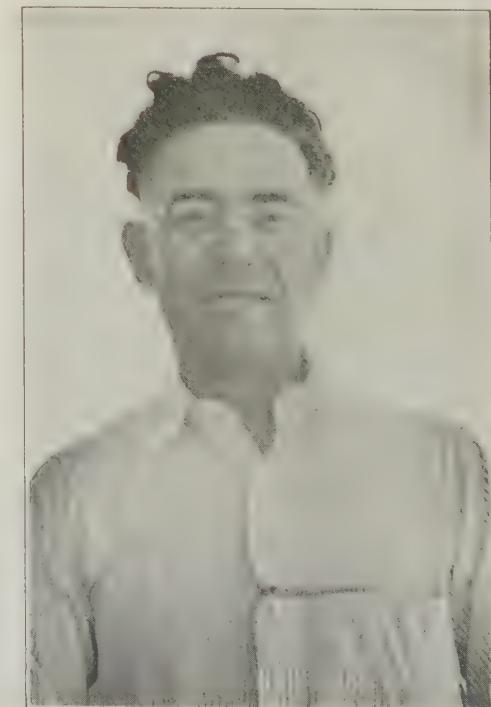
PRES. HANKINS appointed the following com'ites:

RESOLUTIONS: J. J. Fite, Wichita Falls; K. K. Smith, Fort Worth, and H. L. Kearns, Amarillo.

NOMINATIONS: Ben F. Smith, Plainview; Lee McClellan, Spearman, and H. C. Adams, Amarillo.

AUDITING: Lloyd Nelson, Claude; E. C. Shuman, White Deer, and L. L. Airhart, Happy.

G. E. BLEWETT, Fort Worth, sec'y, Texas Grain & Feed Dealers Ass'n, spoke briefly,



Pres. J. E. Weeks, Claude, Tex.

advising: "It is hard to make friends and it is hard to make money. But let's all try to make both at the same time."

SECY JOE MORRIS announced that a grain grading school would be held in Amarillo's new Grain Exchange on June 3 and 4, where Panhandle grain dealers could get acquainted with the new facilities as well as learn the technical details of how to grade grain.

ADJOURNED to Tuesday morning.

### Tuesday Morning Session

PRES. HANKINS presided at the second session.

HOMER J. HENNEY, supervisor, Southwestern District, Federal Crop Insurance Corp., explained the federal crop insurance plan.

#### Federal Crop Insurance

"Crop insurance, as conceived and as it is being effected, has nothing to do with price. It is purely crop yield insurance, with both premiums and losses payable in kind. This means taking a portion of a farmer's wheat in good times, holding it as a hedge against possible future periods of low yields or crop failures, then returning it to him, irrespective of price. For this reason actual cash wheat is the medium of exchange, tho a farmer is given opportunity to pay his premiums in cash or collect his losses in cash thru the purchase or sale of the cash wheat."

"Wheat insurance works from the Federal Crop Insurance Corp., at Washington, D. C., down thru district, state and county agencies to the local farmer. A farmer taking out insurance will receive instructions from county supervisors at harvest time to pay his premiums in wheat or cash thru the local elevator with a 10-day limit on the time in which he may make payment. If he pays with wheat he uses his warehouse receipt as the medium of payment, turning this over to the county supervisor; if he pays in cash he settles by selling the wheat premium to the elevator, taking the check and turning it over to the county supervisor. When he pays his premium in cash he is authorized to pay on the basis of the market price at the nearest terminal market, less freight, commissions and local handling charges.

"When the premium is received in cash, the law specifies that the corporation must purchase cash wheat with it and hold this cash wheat against the need for payment of losses. When claims are paid they will call for the actual cash wheat, or the 'cash equivalent.'

"The crop insurance policies tendered farmers will be similar to any other form of insurance policy, except that they will call for payment of premiums and losses in wheat, or its 'cash equivalent.' It is hoped that the claims may be paid in cash, since this method will eliminate a great deal of expense and offer greater flexibility in the handling of the wheat paid as premiums.

"Grain dealers will find themselves a necessary part of the crop insurance plan to handle, store, ship and/or pay losses to farmers. They will be paid for their services, of course. Regulations covering the handling of wheat premiums will be transmitted to every elevator within a few days thru the county supervisors.

"The general plan calls for holding wheat premiums as close to the farm as possible. Where suitable, properly bonded and protected local storage is available this will be used. This will bring to the country elevator a storage business.

"A farmer may assign his policy for only two things: (1) the payment of premiums on the policy, and (2) payment for seed and crop costs in connection with production of another crop. Assignments of policies for these purposes to grain dealers who extend credit or otherwise finance farmers, will have the effect of protecting the elevator's book accounts."

Answering questions, Mr. Henning said that premiums will be payable this year on the 1939 wheat crop, which will be the first crop to be protected. No limits are set on the number

of acres that a farmer may insure, except as this is limited by sound farming practices, which would influence the premiums he would have to pay.

#### Agricultural Alcohol

VICTOR H. SCHOFFELMEYER, agricultural editor, *Dallas News*, explained the work being done by the Farm Chemurgic Council with production of commercial alcohol from farm products for use as an admixture in gasoline, claiming it holds high hope for the Texas Panhandle, which devotes so much of its acreage to grain sorghums. His study on the manufacture and use of "Agrol," or "agricultural alcohol," was also discussed at the Fort Worth convention (see page 427 of Journals for May 25th).

THE AUDITING com'ite's report was read and approved unanimously.

THE RESOLUTIONS com'ite reported the following resolutions, which were unanimously adopted:

#### Resolutions Adopted

##### GRASSHOPPERS

THE GRASSHOPPER menace in the Panhandle is alarming and unless immediate steps are taken to eradicate them, thousands of acres of grass will be denuded, thousands of acres of grain crops of all kinds will be destroyed, and our country will be invested with grasshoppers for years to come. Therefore be it

RESOLVED, that the Panhandle Grain & Feed Dealers Ass'n expresses its deep concern and asks our Senators and Congressmen and the federal government to take immediate steps towards eradicating the grasshoppers now hatching in the Texas Panhandle.

##### PETTENGILL BILL

SINCE there is again serious consideration being given to the Pettengill Bill in Congress and the effects of this bill if adopted would be detrimental to the best interests of agricultural, milling and grain interests in this area, by reason of permitting the carriers to charge lower rates for longer distances than to intermediate points and thus disrupt the rate structures upon which all grain businesses have been established, be it

RESOLVED by the Panhandle Grain & Feed Dealers Association, that we are opposed to this bill and urgently recommend its rejection.

##### WAGES AND HOURS

SINCE there has been a bill introduced in Congress known as the Wages and Hours Bill, which if enacted will be detrimental to the interests of the grain farmers, grain dealers, millers, and feed dealers, necessitating additional costs in the handling of grain and grain products which would have to be reflected back upon the producer and have the effect of further reducing his already low income,

AND SINCE grain is a product which must be handled expeditiously, necessitating long work hours at certain times for elevator employees in order to serve efficiently the producers' needs, which long hours are offset by idle time at other periods, be it

RESOLVED by the Panhandle Grain & Feed Dealers Ass'n that we are opposed to this bill in its entirety, but should it be found necessary to enact a bill of this nature, then we are in favor of the amendment to be introduced by Rep. Bierman (Iowa) exempting employees engaged in agriculture, which includes individuals employed within the area of production in handling, packing, storing, processing, drying, or otherwise preparing agricultural commodities for market.

##### FEDERAL CROP LOANS

RESOLVED that we, the Panhandle Grain & Feed Dealers Ass'n, urge the crop loan administrators immediately to establish a fixed value which shall not be changed throughout the current crop year, thereby avoiding upset of the present grain marketing system, which has been able to operate so efficiently and at such low cost in moving grain and grain products from the producer to the consumer.

##### Officers Elected

THE NOMINATING com'ite reported the following nominees, who were unanimously elected as follows: J. E. Weeks, Claude, pres.; O. D. Dinwiddie, Hart, vice-pres.; Joe S. Morris, Amarillo, sec'y-treas. Directors: H. B. Hankins, Lubbock; R. L. McClellan, Spearman; Byron Gist, Amarillo; Bob Stone, Clovis (N. M.), and Tom Connally, Clarendon.

##### Crop Reports

CROP REPORTS were taken for each of the 38 Panhandle counties covering the seeded acreage and the prospective yield for each county. The total yield of wheat estimated was 19,690,000 bushels. Considering last year's esti-

mate and final returns, the delegates interpreted this estimate to mean production of between 20,000,000 and 24,000,000 bushels of wheat this year in the Texas Panhandle.

Adjourned *sine die*.

### Entertainment

ENTERTAINMENT was plentiful for both the men and the ladies. Nearly 40 ladies were served coffee when they registered on the hotel's mezzanine floor Monday morning, and they were guests of the ass'n at a breakfast and bridge Tuesday morning. The men enjoyed a golf tournament at the Amarillo Country Club Monday afternoon.

BOTH the men and their ladies enjoyed the annual banquet and entertainment at the Amarillo Country Club Monday evening. Fried chicken was the featured course. Entertainment was a series of song and dance numbers by local talent. Then the floor was cleared for dancing, and dancing and bridge games lasted until the early hours well past midnight.

### Convention Notes

OPEN HOUSE was held by several grain firms during the course of the convention and these rooms were kept well filled in the afternoon of the first day.

SOUVENIRS were many, including funny little Bavarian felt hats at the banquet, cigars, cigarettes, pencils and other trinkets without end.

FRANK L. OSBORNE and L. W. Faulkner exhibited a Steinlite moisture tester on the mezzanine floor of the hotel between convention sessions.

### Amarillo Visitors

Oklahoma was represented by: Frank O'Bannon, Claremore; E. H. Riffe, Goodwell; J. B. Riffe, Texoma; Claud Nicholson, V. L. Goltry and D. C. Ewing, Enid.

Kansas City sent Loren A. Brown and Paul Uhlmann.

Chicago was represented by Fred Uhlmann and Jack Benjamin.

New Mexico dealers included: Robert Stone, Clovis; G. O. Fedric, Melrose; J. W. Stone, Jr., Portales.

From Dallas came: Frank White; G. H. Rogers; R. R. Stuard; W. A. Howard.

Houston's sole representative was Sam Strader.

Fort Worth sent: Carl Ferguson; K. K. Smith; Scott Thomson; Jack Greenman; A. Galbraith and M. O. Andrews.

Visiting Secretaries included: J. F. Moyer, Kansas Grain, Feed and Seed Dealers' Ass'n, Dodge City, Kan.; G. E. Blewett, Texas Grain & Feed Dealers' Ass'n, Ft. Worth, Tex.; P. C. Blair, Lubbock Grain Exchange, Lubbock, Tex.

The supply trade was represented by E. M. Dillon, Dillon Scale Co., Dallas, Tex. and D. D. George, Fairbanks, Morse & Co., Kansas City.

Other Texas dealers were: D. T. and W. B. Wadley, Kerrick; J. J. Fite, Wichita Falls; Pete Whitlow, Dimmitt; E. C. Davis, Sudan; F. A. Render and Roy Carhart, Panhandle; H. B. Hankins and Geo. M. Roach, Lubbock; W. E. Edmunds, Post; Ernest Hollenstein, Umbarger; O. D. Dinwiddie, Hart; T. R. Corner, Farnsworth; A. H. Nichols, Perryton; L. V. Nelson and J. E. Weeks, Claude; D. I. Barnett, Miami; Lloyd Airthart, H. E. Toles, W. T. Townsend, Sr. and Jr., and Hurley Maynard, Happy; J. S. Jones and Alton T. Fraser, Hereford; John Fraser, Boydston; R. A. Frye, Dawn; R. L. McClellan, Spearman; Tom F. Connally, Clarendon; Wellard Godwin, Mobeetie; E. C. Sherman, White Deer; C. L. Ludwig, Groom; Carl Hill, Bushland; J. E. McAvoy, Aiken; Ben F. Smith, Plainview; R. E. Patterson, T. T. Holstine, H. A. Brotherton, Burton Thornton, Herman and Owen Lockney; E. G. Barks, Tulia; Ray Griffiths and M. C. Cox, Muleshoe; John Skagg, Adrian; T. C. McConnell, L. C. McMurtry and A. A. Timmons, Pampa; W. N. Martin, Vernon and E. Riffe, Stratford.

# The GRAIN DEALERS JOURNAL

## Modern Corn Mill and Elevator at Kankakee, Ill.

[Continued from page 475.]

chinery is equipped with individual dust collectors and dust storage hoppers. Elevator leg heads are equipped with large stacks and ventilator heads above roof. The suction system is operated by Bayley Blower exhaust fan direct connected to 40 H.P. motor.

In the corn mill are nine fan installations connecting to various types of mill machinery and all systems are provided with the new DUAL-CLONE dust separators.

The car shovel, car puller and all conveyors and elevator legs are individually driven by means of herringbone gear sets and motors. The drier fans are chain driven, while the No. 11 cleaner has a V-belt drive. The dust collecting fan is driven directly off the motor shaft.

**TRUCK RECEIVING HOUSE.**—Immediately adjacent and south of the workhouse a structural steel and corrugated iron truck receiving house with reinforced concrete basement and truck scale pit has been provided for local receipts of corn. This house is equipped to weigh and dump either wagons, small trucks or the largest size tractor trailer, and the corn handled can be either shelled or ear corn. All types of trucks and wagons are weighed on a 30-ton Howe truck scale with a 34'x10' platform. After weighing if the vehicle is a large truck or tractor, it is raised by means of a Stewart designed truck dump developed for this particular installation. The entire platform and truck is raised by compressed air by means of two 16" air cylinders mounted under the platform, and as soon as the cylinders start to lift all load is taken off the scales. A pair of wheel stops which holds the truck in position, are opened by the same air valve that operates the lifting cylinders, the wheel stops opening first and the cylinder following right after. In order to insure speed of operation the folding trap doors which cover the receiving pit and hopper are also operated by compressed air from a separate cylinder and valve. If the vehicle is a wagon or small truck it is lifted and dumped from the same platform by means of a McMillin overhead truck dump.

After the ear corn is dumped into the receiving hopper it is conveyed over to the ear corn leg by a short belt conveyor, elevated and tramp iron removed by a Dings magnetic separator before entering the No. 11 Western corn sheller. After the ear corn is shelled the shelled corn is discharged into a No. 30 Western corn cleaner and the cobs are conveyed and discharged into a pile outside the building. From the cleaner the cleaned corn is discharged onto a 30" gallery belt connecting the truck house and the workhouse of the grain elevator.

A 6000-bushel per hour shelled corn leg has been provided in the workhouse to receive grain from the gallery belt, and the spouting for this leg has been arranged so that it can reach either of the two bin floor storage belts, the four scale garners or the drier.

If the incoming corn is shelled instead of ear corn it can be by-passed around the corn sheller and corn cleaner and spouted directly to the gallery belt and brought over to the workhouse.

All spouting, sheet metal and conveyor equipment were furnished by the J. B. Ehrsam & Sons Mfg. Co., leg casings and buckets by the Weller Metal Products Co., and all dust collectors by the Day Co.

The Zeleny Thermometer System installed in the General Foods elevator includes over 4,000 ft. of multiple cable encased in special bending  $\frac{1}{2}$ " steel pipe, suspended centrally over the bin floor slab of the 24 round bins and 16 interstices, each individual tank cable having 20 thermocouple junctions 5 ft. apart, and these tank cables in turn being connected by over 3000 ft. of multiple connecting cable, all centralized in a switchboard cabinet panel on which are mounted 40-20 junction plugs, properly marked with the bin numbers correspond-

ing to the tanks to which these cables run, also one test plug for checking purposes, constitutes the network of a Zeleny Thermometer System installed in this storage plant to register the temperature of the grain in storage.

There is a 5x6 ft. instrument room located in the center of the gallery, between the conveyor belts, and the switchboard cabinet reading instrument, and table conveniently located in the room enable the operator to be comfortably seated while recording the temperature readings on a special record sheet. Connection between the switchboard and the reading instrument is made by means of a table switch and plug receptacle. The table switch dial is calibrated in 5 ft. readings, allowing the operator to select any particular one, or all of the junctions in the tank to which it is connected. This tank connection is made by means of placing the plug receptacle over the plug on the switchboard marked with the number of the tank to be read.

The individual tank cables entering the gallery near the roof slab are picked up in turn at their respective stations and made into one large multiple cable running in a straight line the entire length of the building, with one cross-run at the center of the house coming to the instrument room. These cable runs are wound with friction tape, coated with insulating varnish and are connected to the switchboard from the outside of the instrument room by removing the switchboard back-plate which renders these connections accessible at all times.

The Zeleny Thermometer System accurately registers the temperatures of the stored grain. Heating is noted by the comparative readings and one degree rise in these comparative readings is a warning for the operator to focus his attention on the bin showing this temperature rise.

All electrical equipment is Underwriters Approved Class II Group G and a fully interlocked system of controls is employed.

This elevator was designed and built by James Stewart Corporation of Chicago, for General Foods Corporation, under the direct supervision of Mr. R. R. Thomson, Manager of Western Plants, and Mr. P. P. Pratt, Western Division Engineer, both of Battle Creek, Michigan. Mr. J. J. Mullen is Manager in charge of the new corn mill and elevator, stationed at Kankakee, Ill.

### Dust Allowable in Air

To develop standards for safe amount of toxic materials in air the Sectional Com'ite on Toxic Dusts and Gases has been appointed by the American Standards Ass'n, consisting of 21 members, with Dr. R. R. Sayers of the U. S. Public Health Service, Washington, D. C., as chairman.

These standards will be developed in the light of present knowledge, recognizing that they will have to be modified from time to time as additional information is obtained. They will furnish information as to what constitutes injurious exposure for the use of physicians and engineers interested in control of occupational diseases and for possible use in connection with compensation cases. Insurance rates are based on a company's control of dangerous conditions, and the work of the com'ite will help insurance companies advise their policyholders as to what control is needed.

No study of grain dusts has yet been planned, as such organic dust is believed to be harmless to health; and neither is it known whether the new com'ite will determine the amount of dust required to form an explosive mixture.

The com'ite is being organized as a scientific or non-commercial sectional com'ite, including many experts with experience and special knowledge of the problems involved. To advance the work of the committee as rapidly as possible, Dr. Roy R. Jones of the U. S. Public Health Service has been appointed to act as its technical secretary.

### Leaking Car Report Blanks

bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating reporting specific places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on Goldenrod bond, size  $5\frac{1}{4} \times 8\frac{1}{2}$  inches, and put up in pads of 50 blanks. Order Form 5. Weight, 3 ounces. Price, 40c a pad; four for \$1.00. Prices f. o. b. Chicago.

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### Crop Delivery Records

Designed particularly for grain dealers receiving a number of loads of grain from the same farmer, as when an entire crop is marketed by helpful neighbors. Simplifies and expedites recording of each load delivered. Two tickets to a leaf so that loads from two farmers may be separately recorded without turning a leaf. Lines for recording 23 loads on each ticket. Space provided at bottom of each ticket for total net pounds, net bushels, check number, and amount given in settlement. 120 tickets, size  $5\frac{1}{4} \times 8\frac{1}{2}$  inches. Duplicating. Originals of goldenrod bond paper, duplicates of manila. Spiral bound so that book lays absolutely flat, or may be folded back upon itself in open position to facilitate entries. Shipping weight 2 lbs. Order Crop Delivery Record Form 69 Spiral. Price \$1.20, plus postage.

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## Confirmation Blanks

### Simple - Complete - Safe

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and retains the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size  $5\frac{1}{4} \times 8"$ . Order Form No. 6 CB. Weight, 9 oz. Price 75c; three copies \$2.00, plus postage.

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# Free Storage Scored at Kansas Group Meetings

Failure of country elevator operators to know their fixed overhead, and to consider the costs in computing the margins they need for handling grain, was held accountable for last year's long list of fatalities among Kansas grain dealers, in the remarks of Executive Vice-Pres. J. F. Moyer of the Kansas Grain, Feed & Seed Dealers' Ass'n, presiding at recent local meetings of grain dealers within the state.

The meetings were held at Pratt, May 25; Winfield on the 26th; McPerson on the 27th; Iola, May 31; Emporia, June 1; Clay Center, June 2; Horton, June 3; Downs, June 6; Norton, June 7, and further meetings were scheduled for Colby and Garden City on the 8th and 9th.

Attendance at the meetings was double the attendance at the same local meetings a year ago. Pratt attracted 64; Winfield, 67; McPerson, 67; Iola, in spite of blinding rain, 52; Emporia, 74; Clay Center, 55; Horton, 70. At the Clay Center and Horton meetings Pres. John Ross shared honors with Mr. Moyer in presiding; at all gatherings local chairmen opened the meetings, these being Guy Sitton, C. E. Norton, Lee Miller, Roy Cox, H. P. Trusler, Gordon Mark, W. J. Lowe, J. H. Voss, and G. H. Sidebottom, in the order named. Scheduled chairmen for the Colby and Garden City meetings were H. S. King, and W. G. Hopkins, respectively.

"Grain dealers have every appearance of being healthy," said Moyer, in his opening remarks, "and they should, for our survey of country elevator operating costs, and my knowledge of the margins they have been taking during the last few years, convinces me that they have been working only for their health. Certainly they haven't made any money. This survey of 68 Kansas elevators of all classes proves conclusively that the average 20,000 bushel country elevator, with an assessed value of \$4,254, and handling an average of 93,644 bus. of grain annually, needs .0383c per bushel just to cover salary, labor, power, office expense, depreciation, rental, maintenance, insurance, interest and taxes. Yet Kansas elevators have been handling wheat on 2c margins. You can't make money that way without gambling. And trying to guess the wheat market is a hazardous undertaking."

## Free Storage

"A contributing factor in the fatalities among Kansas elevators has been the heavy loss by free storage. The peak of the wheat movement is over in 30 days. Local elevators seldom have room for all the wheat delivered, so have to ship it to central markets for storage, or they have to sell it and hedge with purchase of an option. If it is shipped to a terminal, storage has to be paid, and how many country elevator operators can afford to give the farmer free storage on wheat that requires him to pay a storage bill at the terminal, I cannot understand. If the wheat is sold and hedged with an option, uncertainties enter over the premiums that have proved disastrous during the last year."

"Yet the practice of giving 10 days free storage persists, and 30 days are common, a few extreme cases even going so far as to allow 90 days free storage. You have a heavy investment in your facilities. It costs you money to operate them. How can you afford to give them away?"

## Crop Insurance

LAWRENCE NORTON, Manhattan, Kansas supervisor for the Federal Crop Insurance Corp., explained the government plan for insuring farm wheat yields.

"The records covering 75 years of growing wheat in Kansas reveal," he said, "that many sections have known as many as four consecutive years of very low yields or total failures. Bankers and merchants can stand financing one bad year, but when the second comes along credit has to tighten and hard times come. Credit flows up and down with the wheat yields, and prices are usually lowest when production is highest."

Mr. Norton's statement that a farmer wishing to take out wheat crop insurance will be given "one year of grace in which to adapt himself to the federal soil conservation program," brought out considerable heckling, but he stuck to his guns. "Crop insurance does not apply to the 1938 harvest," he said. "The 1939 harvest will be the first on which it is effective. As far as crop insurance is concerned a farmer may plant as many acres to wheat as he pleases this fall. But by the 1940 harvest he must be in line with sound soil conservation practices as laid down by his county agricultural conservation committee; whether he takes them or not, he must have earned soil conservation benefits, if he is to be allowed crop insurance policies."

## Storage of Premiums

"It is the intention of the insurance corporation," said Norton, "to store the wheat received as premiums on insurance policies as close to the farm as possible, yet keep it amply protected. This means that the local elevators will have the first chance to store these premiums, but the protective factor implies that these elevators must be bonded and comply with state or federal warehouse laws. In states where the state laws do not protect the government federally bonded warehouses will be used."

"Country storage will be used wherever available. When local storage facilities are not obtainable wheat premiums will be moved to the nearest terminal. Since losses are payable in wheat it is the intention to hold the wheat close to the farms. But the wheat must be kept in facilities capable of keeping it in condition. The corporation will naturally want actual wheat premiums delivered to elevators able to meet its storage requirements, and it is expected that at least one such elevator, probably two or three, can be found in every county."

"Farmers are given the option of paying their premiums in No. 2 milling wheat, weighing 58 lbs. to the bushel or better, or its equivalent. If premiums are paid in cash it is of no interest to the corporation where this wheat premium payment is sold."

While no rules are set forth to govern payment of wheat premiums in actual wheat when the grade of the local crop falls below the No. 2 basis set by the corporation, it was felt that off-grade wheat should be sold, and the insurance premiums paid in cash.

## Itinerant Trucks

W. A. STEVENS, Kansas City, Associated Southwest Country Elevators, discussed the itinerant trucker problem. "The number of applicants for an itinerant merchant license who have received such license under Nebraska's law is only 200," he said, "because few truckers are able to meet the integrity bond requirements, though the requirements are for only \$250."

"Nebraska has added two more men to its staff of itinerant truck law enforcement officials. Complete enforcement is impossible. The earnest backing of the merchants in several fields, lumber for instance, has reduced the traffic in merchandise carried on by the nomads by 30%."

"A new itinerant merchants bill will be intro-

duced in the Kansas legislature at the earliest opportunity. But its passage will require the aid of every grain dealer. Make it a point to insist that prospective candidates for office favor such a bill to earn your vote. Talk about it in your community. That is the only way we can get protection from unreliable weights, measures, grades, and rubber checks that the itinerants have brought upon us."

## County Chairmen

County chairmen were elected at each of the meetings as key men for association activities, and were charged with the duty of calling meetings on trade or legislative problems when these arise.

## Scoopers

THE SCOOP shovel operator, who sets up a blower on a railroad siding to compete with established elevators during the rush movement of wheat, was roundly scored at several of the meetings. A scooper was defined as "anyone setting up and operating a loader at a point

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# The GRAIN DEALERS JOURNAL

## Insurance Values and Appraisals

By G. L. PATCHIN, of Minneapolis, before  
Illinois Grain Dealers Ass'n

where a permanent elevator is located." Stations that have no elevator were considered open territory.

### Unadvised Storage

HAROLD TRUSLER, chairman at the Emporia meeting, believed that the elevators should establish a policy covering wheat delivered to an elevator without instructions as to whether it is to be sold or stored. Verbal expressions from leading grain dealers demonstrated a conviction that elevators should consider all wheat dumped in their receiving pits without instructions, as sold, and so warn their customers.

Mr. Trusler said the practice of sending a printed slip back to the farmer with the weigh ticket on the first load delivered, warning him that the wheat would be considered sold unless instructions to store were received before the close of the day, has proved effective for elevators with which he is associated. "Even five days of free storage," he added, "can seriously complicate an elevator's long or short position."

The practice of some elevators who tack a huge card to the office wall at the scale deck, and display a similar card in the office, warning all farmers that wheat is sold when delivered unless the elevator manager is advised otherwise, was mentioned by Mr. Moyer as an effective aid for many elevators.

### Mortgaged Grain

PROTECTION for the elevator buying mortgaged grain was a problem brought up by Pres. John Ross, Wamego, at the Clay Center meeting. He believed that all elevators will find use of a rubber stamp on the back of their checks, warning the endorser that the grain is purchased free from liens and encumbrances, a great moral aid; and he exhibited imprints from several such stamps. An example of such a stamp is "I hereby represent to the maker of this check, that I am the sole owner of the grain or product in payment for which this check is issued, and that there is no mortgage, landlord's or other lien on such grain or product."

### Mixed Grain

MIXED GRAIN was a problem considered at several of the meetings. Elevator operators felt that discounts should be applied to mixed wheat and to wheat suffering from a rye mixture. The practice of buyers who close their eyes and buy all wheat simply as wheat was roundly scored as an unprofitable undertaking, unfair to farmers who take pains to keep their fields clean and produce quality grain, and in no way conducive to improvement of wheat quality.

Mishandling of a testing bucket, intentional or unintentional, always reduces a grain dealer's margin. If a testing kettle is set down in a load of wheat, scooped full of the grain by hand, then lifted out and set on a flat surface before being stroked, the jar caused by setting it down will make the test a pound or two heavier than it should be.

### Entertainment

Local grain dealers, or terminal representatives from Kansas City, Wichita, Hutchinson, Salina, and St. Joseph, of which there was a fair sprinkling at each meeting, provided some form of entertainment. At Emporia a plaid-skirted young scotschman sang and played an accordion during the dinner hour. At Clay Center, Bruce Clevenger, 23-year-old son of W. F. Clevenger, manager of the Mid-Kansas Milling Co., played the piano and lifted his excellent tenor voice in songs that were roundly applauded, and caused so many encores, that the opening of the meeting was delayed nearly 30 minutes. Following the meeting, Eberhardt-Simpson Grain Co. furnished visitors with a dutch lunch, where the Clevenger inspiration developed song-birds until well into the night.

**Payments** to farmers for participating in the crop programs have been \$168,000,000 during the period January-April, compared with the \$282,000,000 the A.A.A. hoped to make.

## Insurance Values and Appraisals

By G. L. PATCHIN, of Minneapolis, before  
Illinois Grain Dealers Ass'n

An appraisal is the determination of value of property by the method of engineering analysis. Figuratively speaking, the appraisal engineer takes a property apart piece by piece, describes and counts every integral part of it and prices these parts on the basis of what is the cost to replace it new today.

Original cost very seldom enters into the making of an appraisal except as a guide in arriving at the replacement value. When, in his analysis the appraisal engineer finds old and obsolete equipment, or types of construction which are no longer used, he very often arrives at his replacement value by the process of substituting for that equipment a new machine which would do the same work. For instance, many elevators may have some old style separators which are no longer made. To arrive at a replacement value of these separators the engineer would use the cost of a new machine that would do as near the same amount of work as possible.

Many old elevators contain white pine cribbing. The cost of white pine today would be prohibitive, so, prices now would be based on Douglas fir.

**Depreciation.**—When this detailed pricing is completed, the engineer, by using previously compiled notes at the time he made his field survey and other available data as to the life expectancy of the property, sets up a depreciation on each component part, deducting the amount of depreciation from the replacement value to give the sound or going concern value.

**Sound Value** corresponds exactly to the definition of "Actual Cash Value" in the insurance policy which says, "Loss shall be paid on the basis of the actual cash value." It further defines "Actual Cash Value" as "cost of replacement new as of the date of the fire, less the actual wear and tear that has taken place." The term "Sound Value" also has been defined as a meeting of a willing buyer and a willing seller. In other words, if the Old Crow Elevator is worth fifty thousand dollars to the owner, as a going concern, it should be also worth fifty thousand dollars to John Jones as a going concern.

**Uses of Appraisal.**—Is the insurance based upon what the plant cost less book depreciation? If it is, the value used for insurance purposes is undoubtedly too low. Start with original cost. It may have been bought on a high market or a low market, but in any case, owner is taking all the depreciation on the books that Uncle Sam will allow, and is also charging to expense all the repairs and betterments which the examiner will allow to be charged. This is, of course, good accounting, but the net cost of all this makes a mighty poor record system for use in arriving at the actual amount of the property value. Would the owner care to sell out for his net book value?

The appraisal, remember, is based upon actual values, and repairs and betterments are taken into consideration when the property is depreciated, as such repairs will increase the sound value of the property even tho they do not change the reproductive value. Or, maybe the insurance valuation is based upon the present bushel capacity of the house, plus the additional amount for feed grinding and mixing machinery. Hardly ever are two elevators built alike. With the exception of a few small country houses, any plant of any size has an individual design and individual plan.

Valuation on a basis of per bushel capacity for a grain processing plant is absolutely absurd, because there has never been a yardstick found on which such measuring could be made. Or, maybe the figures are simply placed "by guess and by gosh." When the insurance adjuster comes around to settle a fire he doesn't

## Grain Contracts

### with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at.....cents per bushel, to grade No.....to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

**Tripling** book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

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## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather, \$3.00; paper, \$1.00.

**Robinson Telegraph Cipher Code:** Revised with all supplements, for domestic grain business. Leather, \$2.50; cloth, \$2.00.

**Dowling's Grain Code for Grain Milling and Produce Trades,** 6th edition: Used extensively in Western Canada. 154 pages, 4½x6½ inches. Weight 4 ozs. Price \$3.00.

**Millers Telegraphic Cipher:** (1936) For the flour feed and grain trades. 157 pages, 3¾x6½ inches. Cloth bound. Weight 6 ozs. Price \$2.00.

**Cross Telegraphic Cipher:** 10th edition revised for provision and grain trades. 148 pages, 4½x5½ inches. Cloth \$4.00.

**A. B. C. Improved Fifth Edition with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. In English. Price, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million combinations, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. 8½x10½ inches. Leather back and corners. \$10.00.

**Peerless Grain Code** for international grain and feed trades. 300,000 different offers expressed by one half codeword combining Destination, Time of Shipment, Quantity, Quality and Price. 10,000 complete Phrases relate to Export grain trade. Private Supplement contains 3000 blank code words. Price \$85.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather. \$12.50.

All prices are f. o. b. Chicago.

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guess, he actually figures. According to the insurance policy owner is responsible for the proof that he had the value in the property that was stated in policy.

**Co-insurance.**—Means owner has agreed with the insurance company to enter into a partnership with them to carry a portion of the insurance on the property. This agreement means that the insurance company assumes liability for 80 or 90 per cent of the loss. Then the insurance company will allow a reduced premium and in return for this reduced premium owner is required to carry up to 80 or 90 per cent of the full value.

Here is the way this works in case of loss. Most losses are not total. They are partial, and a small ten or fifteen thousand dollar loss may leave a very bad taste if the provisions of the co-insurance policy have not been complied with. If a valuation of \$100,000 is assumed and under eighty per cent clause, \$80,000 insurance is written, owner must be prepared to prove that his value is not in excess of \$100,000. Supposing with that policy a \$15,000 loss. An insurance adjuster checks into the total value of the plant. If values are under \$100,000 owner will receive the total amount of the loss, \$15,000; if however, he is underinsured that is a different story.

Suppose the value should have been \$150,000. On that basis according to the contract owner should have carried \$120,000 of insurance. The contract reads, "The company shall be responsible for no greater portion of any loss than the amount actually insured bears to eighty per cent of the actual cash value as of the date of the fire." This proposition would mean that the insurance company will pay owner eighty one hundredths, or  $\frac{3}{4}$  of his \$15,000 loss. It thus behooves any operator to have some reasonable basis for his insurance value.

The appraisal furnishes an indisputable basis for such value. The detailed value analysis of a carefully made engineering appraisal can be proved accurate. In case of a loss owner has no arguments with the insurance adjusters. He has furnished satisfactory proof of loss. The appraisal also means that he is not over-insuring any property, and consequently, is not paying a premium on a basis on which he could not hope to collect. Under-insurance is dangerous. Over-insurance wasteful. The appraisal settles both questions. I believe no grain dealer would be interested, at any time, in getting more from a fire loss than he is justly entitled to. The appraisal has set up an unbiased, authorized value which, being easily proved is easy to establish, and consequently acceptable.

**Speeding Adjustment.**—How many times does a fire and the embers stand dark and ominous for weeks or even months afterwards while the owner and insurance company wrangle over the loss? Due to its ready acceptability the appraisal means quick adjustment, quick return to production at a minimum loss of profits during the period of replacing and reconstruction. Events in the past few years have definitely proved that there is no such thing as fireproof construction. It is true some structures are built to withstand total loss by fire.

Some which are of reinforced concrete will burn hardly at all, but local fires can take place in those structures. They result in an expansion and annealing of the steel in the reinforced concrete and a consequent disintegration of beams, posts or floor. This very often results in fires of concrete structures being more costly than a fire of the same size in a more combustible building. The appraisal shows the value of this portion of the plant and aids in determining the amount of loss in the portions affected.

**Explosion.**—Then too, we have the ever present bogey man of all grain plant operators—the explosion. We have one very definite instance where an explosion in an elevator caused certain cracks in the tanks. Disagreements developed as to whether these cracks

were there before the explosion took place. Due to the detailed appraisal report of the condition of the property it was easily established that the cracks were *not* there prior to the explosion and this fact saved the operator of the elevator just about \$75,000. This instance occurred in connection with the explosion of the Cargill Elevator at Omaha about four years ago.

**Inventory.**—The appraisal has many other uses as well as determination of insurance values. It furnishes to the operator an accurate plant system inventory and equipment index. This is particularly useful to the grain trade and allied industries because of the frequent condition of the operating plant being far from the accounting offices; disputes on assessed valuation for depreciation purposes; the depreciation rates shown by the appraisal establish future life of property which can be used for determining depreciation rates for federal and state income returns.

It is a basis for stock and bond issues as reflecting the operating value of property. The presence of appraisal values in a business statement means two things: if the property is an old one and has been heavily depreciated on the books the comparison of that value and that of the appraised value will reflect the sound condition of the business; and it also means that the operator making the statement is safeguarding his interests by adequate protection of his property.

The appraisal report also constitutes an accurate index to needed repairs and replacements of a property, showing as it does, individual depreciation on the various parts. If the depreciation shown on the roof is high it means that repairs or a new roof are needed.

### Wichita Grain Grading School

A group of more than 75 grain dealers attended the grading school held on the Board of Trade at Wichita, Kan., May 31, conducted by W. B. Combs of the U. S. Dept. of Agriculture, who explained the methods of grain grading by the inspection departments. The students were instructed in the use of grading apparatus, the demonstration enabling them to judge more closely what their shipments might be expected to grade at terminal markets.

Vance M. Rucker, of Kansas State College, told the dealers that there are too many varieties of wheat being grown in Kansas. It would be more profitable to grow only 8 instead of the 40 sorts now produced.

### Melilot Tainted Wheat

On rare occasions, wheat having the characteristic Melilot or sweet-clover odor is encountered at grain inspection offices, and seven samples of Melilot-tainted wheat were furnished by the Winnipeg Inspection Branch for the purpose of ascertaining the extent to which the odor persisted in the stored wheat, the various milled products, dough and bread.

In all the samples submitted, the scent of sweet clover was still evident in the wheat after storing for several months. After adding water for the conditioning of the wheats before experimental milling, the odor was much more marked; in the milled products the odor was quite distinct in the bran and shorts but was somewhat less noticeable in the flour.

During the experimental baking the odor was quite perceptible in the freshly mixed dough and became more pronounced after fermentation. The freshly baked loaves, in most cases, also emitted the odor and when the loaves were cut after cooling, the odor was also discerned in the interior.

Further tests were made by W. F. Geddes of the Dominion Research Laboratory to determine whether artificial heat drying would remove the taint by placing the wheats in wire mesh baskets and heating at a temperature of 180° F. with provision for air circulation. Subsamples were removed at 30-minute intervals for 2 hours, allowed to cool, and placed in sealed containers. These, along with undried controls, were randomized and classified under key number by several individuals into three groups, namely, those in which the Melilot odor was distinct, perceptible and faintly perceptible. The odor was detected in all the samples but the intensity diminished with increase in heating time.

As 180° F. has been found to be the maximum safe air temperature for artificial drying without injury to baking quality and as the wheats in this experiment were heated for a longer period than that usually employed in commercial practice, it does not appear that artificial heat drying could be successfully employed for removing Melilot taint.

The Oregon anti-discrimination law, enacted last year, is now in effect and resembles the federal Robinson-Patman Act.

**Sec'y of Agriculture Wallace** recently announced a plan to expend \$100,000,000 for the relief of farmers by buying to raise prices quickly thru the F. S. C. C.



**RUSSELL GRAIN CO.  
ELEVATOR  
HILLIARDS, OHIO**

has

**HESS**  
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# The GRAIN DEALERS JOURNAL

## Supply Trade

**Seattle, Wash.**—Fire which swept the General Bag Co. plant at 2400 First Avenue, May 12, caused a damage of \$10,000.—F. K. H.

**Honolulu, Hawaii**—Fred L. Waldron, Ltd., recently installed a Nickle Two-Roll Crusher-Feeder for mixed ear corn and small grain ahead of its hammer mill.

**Lewistown, Idaho.**—In this district there has been a great number of repair jobs, which for the most part are scale installations and the increasing of elevating capacities.—W. J. Morrell.

**Toledo, O.**—O. W. Randolph Co. reports recent sales of Randolph Direct Heat Grain Driers to Walton Bros., Upper Sandusky, O.; Fred Kile & Son, Kileville, O., and Victor Herter & Co., Dayton, O.

**Detroit, Mich.**—Harold Benedict Co., Inc., has entered into a stipulation with the Federal Trade Commission to discontinue certain misrepresentations the effect of which is to imply that the products described are new and unused, when such is not a fact.

**Dallas, Tex.**—The Dillon Scale Repair Co. recently sold Howe Scales to the following Texas companies: Kimbell Mfg. Co., Brady and Novice; Fred Sheil, Ralls; Santa Fe Grain Co., Friona; Dimmitt Wheat Growers, Dimmitt, and Henderson & Moseley, Terrell.

**Chicago, Ill.**—The Seed Trade Reporting Bureau has just issued a new thirty-two page catalog with three-color covers and two-color on inside pages. This new catalog illustrates and describes the complete line of Seedburo quality grain and seed testing equipment and also many new items such as the Gustafson Seed Grain Treater, Kjeldahl equipment for protein determination, Strottco Sample Barley Pearler, adjustable bag holders, seed and grain scoops, Black Shea Sieving Device, McGill Miller, Bates Laboratory Aspirator, Lefco Power Unit and the Exacto Oil Dispenser. In addition to the above fourteen pages are devoted to the Official Grain Standards of the United States. This catalog is very complete and was published to assist grain dealers in operating their business more profitably. Readers of Journal can obtain a free copy on request.

**Chicago, Ill.**—A complaint charging use leading representations in the sale of its product, ball bearings. The respondent company agrees to cease advertising or selling used bearings or merchandise in interstate commerce without properly and conspicuously disclosing the fact that such products are used, old, worn, second-hand articles, and to stop employing any of unfair methods of competition in the sale of concrete vibrators, machines used for placing and compacting concrete, has been issued by the Federal Trade Commission against Mall Tool Company. The respondent company, the complaint alleges, purchased a quantity of gasoline motors and installed them as part of its vibrators. Prior to advertising and selling the vibrators, the respondent company allegedly removed the manufacturers' plates from the 2 h.p. motors and replaced them with other plates. The complaint alleges that by such change of labels the respondent company falsely represented the motors were of its own make and were in fact 3 h.p. motors.

The A.A.A. began a 4-day regional conference June 6 at the Stevens Hotel, Chicago, to discuss the details of the establishment of wheat acreage allotments under the new farm law affecting the seeding of wheat this fall and next spring. They also are considering wheat loans on the 1938 crop, government crop insurance as it affects wheat, and parity payments—all means of encouraging farmers to curtail their production of wheat.

## Sump Pump for Elevator Pits

Many elevator managers are finding water in their basements since the level of ground water has risen following frequent rains.

Where the steel boot pan installed in wet locations has rusted out the manager will appreciate the convenience of having an electric pump that will empty the pit in a few minutes each morning.

The sump pump here described is completely automatic in operation, starting without any attention whenever necessary and continuing pumping until the pit is free from water. Once



installed in the pit it affords dependable protection day and night.

The pump is of the centrifugal type with semi-open type impeller. The impeller, shell, cover, and supporting tubing are of bronze, non-rusting. The impeller shaft is of stainless steel, non-rusting, and is supported at the top by a special ball bearing, requiring little attention in the way of lubrication. The under-water bearing is made of special non-metallic material requiring no lubrication whatever.

With a  $\frac{1}{4}$ -h.p. electric motor the pump raises in one hour 2,600 gallons against a head of 10 ft., or 900 gallons against a head of 22 ft. The motor is provided with a protective cutout to guard against burn-out due to overload or low line voltage. The motor control switch and cutout are built in the same box. A heavy copper float on the switch actuating rod rises and falls with the water level in the sump, and controls the starting and stopping of the motor. Ten feet of flexible rubber covered moisture-proof wire with moulded rubber imbedded plug furnished as standard. Plugs into any light socket. Motor to switch connection fully enclosed with no exposed wiring. Additional information will be supplied by the manufacturers, Fairbanks, Morse & Co.

## Receiving Books For Grain Buyers

**Wagon Loads Received.** A good form used extensively in recording wagon loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Contains 200 pages of linen ledger paper, and is ruled 20 lines to a page, thus accommodating 4,000 wagon loads. Separate pages may be devoted to each kind of grain to each farmer, or wagon loads may be entered in the order received. Well bound in cloth, with keratol back and corners. Order Form 380. Price \$2.50. Weight 2 $\frac{3}{4}$  lbs.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size 9 $\frac{3}{4}$ x11 $\frac{1}{4}$ , 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$2.50. Weight 2 $\frac{3}{4}$  lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size 9 $\frac{3}{4}$ x11, supplied with four sheets of carbon. Order Form 78. Price, \$1.30. Weight 2 lbs.

**Grain Scale Book**, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 253 numbered pages and index, size 10 $\frac{1}{4}$ x15 $\frac{1}{4}$ , and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.00. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8 $\frac{3}{4}$ x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$2.50. Weight 3 lbs.

**Duplicating Wagon Load Receiving Book**, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12x12 inches with 83 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$2.60. Weight 4 $\frac{1}{2}$  lbs.

**Grain Receiving Ledger**, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size 8 $\frac{3}{4}$ x13 $\frac{1}{4}$ , ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.00. Weight 2 $\frac{1}{2}$  lbs.

Form 43XX contains 400 pages same as above. Price \$5.00. Weight 4 $\frac{1}{2}$  lbs.

All Prices are for Chicago Delivery.  
Postage Extra.

Printed and Supplied by

**Grain & Feed Journals  
Consolidated**  
332 South La Salle St. Chicago, Ill.

# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARIZONA

Phoenix, Ariz.—Feed dealers and manufacturers in Arizona were called to meet here with W. T. McGeorge, Tucson, state chemist, recently, to discuss the administration of the state feeding stuffs law.

## ARKANSAS

Pine Bluff, Ark.—According to reports brot back from the recent meeting of the National Farm Chemurgic Council in Omaha, Pine Bluff is in line to have the industrial alcohol plant erected here. Co-operation to this end is being sought from farmers and consumers alike.

Jonesboro, Ark.—The Rice Mill, owned by J. T. White, was destroyed the night of June 2. The fire is believed to have been caused by defective electric wiring. The flames destroyed \$7,500 worth of finished rice, \$1,750 in supplies and the remainder of the \$35,000 in machinery and building. Mr. White stated the mill would be re-established immediately.—J. H. G.

## CALIFORNIA

Sacramento, Cal.—William Dodd has sold the Farmers Bean & Grain Co. to F. Rossi.

Imperial, Cal.—Leo Turner is putting in new equipment in his grain cleaning plant that will increase his plant capacity by 50 per cent.

Petaluma, Cal.—The Poultry Producers of Central California is installing an oil electric direct heat grain drier in its newly enlarged plant. The drier is being used in connection with the manufacture of poultry feed.

Escondido, Cal.—Dean Howell, pioneer feed dealer, will open a new feed mill here. The plant will be equipped to manufacture from raw materials dry batch mixes of many types, with a mill to grind and mix hay and molasses.

Garden Grove, Cal.—The Nutritional Feed Mill has been incorporated to produce and sell poultry and live stock feed. The \$10,000 corporation is authorized to issue 200 \$5.00 common shares; directors, R. A. and Agnes Oldfield and Lewis J. and Laura Sutton, all of Garden Grove.

Los Angeles, Cal.—Reece R. Barber, for 20 years resident manager in southern California for the Washburn Crosby Co., and, following the formation of General Mills, Inc., acting in the same capacity for Sperry Flour Co., and Ed. Maher have formed a partnership and are entering the brokerage business here.

## CANADA

Montreal, Ont.—A strike vote among all National Harbors Board employees here was ordered May 27 as the outcome of the failure to obtain union recognition of the Grain Handlers and Port Employees Union. A four-hour work stoppage had been planned, but was given up for the vote plan when it was announced by the board that any workers taking part in the projected stoppage would be considered as having left his job and would be replaced. The Grain Handlers and Port Employees Union has 784 members here.

## COLORADO

Denver, Colo.—If the Water Department right-of-way is needed, which proposal to give the state a 120-ft. right-of-way thru Water Department property in Arapahoe county was recently approved tentatively by the Denver Water Board, the State Highway Department is to spend \$14,000 to rebuild grain elevators owned by the municipal agency. Plans for improving the old highway call for a route thru the site of the present grain storage bins, a few hundred yards west of the present highway.

## ILLINOIS

Metcalf, Ill.—A new Soweigh Scale has been purchased by the Cleveland Grain Co.

Virden, Ill.—A new 20-ton Soweigh Scale has been installed by the Virden Grain Co.

Beardstown, Ill.—Schultz-Baujan & Co. property was damaged by windstorm May 17.

Esmond, Ill.—E. E. Woodard recently resigned as manager of the Farmers Grain Co. here.

Pontiac, Ill.—Officials of the Quaker Oats Co. have decided to take down the remaining south elevator.

Raymond, Ill.—Frank A. Todt, 74, for twenty years manager of the Farmers Grain Co., died recently.

Newman, Ill.—We are repainting our plant and office, inside and outside.—Federal North Iowa Grain Co.

Columbia, Ill.—Clarence Holtcamp of Rapate, Ill., is new manager of the Farmers Co-operative Elvtr. here.

Mount Pulaski, Ill.—The Farmers Grain Co. elevator is being improved. The approach and driveway are being repaired.

Rantoul, Ill.—Stock in the warehouse owned by Schultz-Baujan & Co. was damaged by fire of unknown origin on May 16.

San Jose, Ill.—The Farmers Co-operative Co. has removed the office of the former Frye elevator to the south side of the plant.

Sycamore, Ill.—The Farmers Grain & Lumber Co. was recently the victim of burglars, the thieves taking \$50 from the company's vault.

Roseville, Ill.—The Farmers Grain Co. is installing a Hall Signaling Grain Distributor in its new plant. W. A. Klinger, Inc., is doing the work.

Cerro Gordo, Ill.—Cerro Gordo Co-op. Grain Co. is installing a Hall Signaling Grain Distributor in its new plant. Geo. W. Quick & Sons have have the contract.

Ursa, Ill.—The Farmers Co-operative Elvtr. Co. began construction of a second unit of its elevator recently. A concrete driveway will serve both units.

Shawneetown, Ill.—John P. Fitzgibbons, 63, who for many years owned and operated a grain elevator here, died at his home recently after a short illness.—W. B. C.

Paw Paw, Ill.—Plans have been completed for the annual Paw Paw Elevator picnic to be held June 14. An elaborate program of varied entertainment has been arranged for the occasion.

Morrison, Ill.—The Farmers Elvtr. & Supply Co. recently increased its storage space by purchasing an adjoining building. The company will install a new electric freight elevator in its plant.

Palos Park, Ill.—Edward Hyink is rebuilding his feed yards which were destroyed by fire. All buildings will be of new structure, and he is installing the latest type of Howe Heavy-Duty Scales.

Meredosia, Ill.—A. B. Chrisman Grain Co. has been incorporated, 4,000 shares n.p.v. common; incorporators, A. B. Chrisman, E. B. Chrisman, L. E. Roegge; to deal in grains, seeds, coal, flour, etc.

Central (Morris p. o.), Ill.—The Central Grain, Lumber & Supply Co. has discontinued business and is selling out its stock and all its equipment. This was one of the industries brot into life by the old F. & I. U. railroad.

Mahomet, Ill.—James Parker, of Chicago, a son-in-law of George Tjardes, will manage the Tjardes grain and coal business here. He and Mrs. Parker have moved here, Mr. Parker entering on his new duties June 1.

Peoria, Ill.—Improvements to the Riverside elevator at the foot of Edmund St. are contemplated by the farm credit bureau of the Federal government. A permit to do 400 ft. of dredging in front of the structure has been requested.

Gibson City, Ill.—W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n, called a meeting for June 9 at the Lion's Club room in this city. The Wage and Hour Bill, the government storage of grain under the AAA by the elevator, were two of the important matters to be discussed.

Dwight, Ill.—O. B. Robbins, manager for the past nine years of the Federal Grain Elvtr. Co., now allied with the Federal North Iowa Grain Co., has tendered his resignation, taking effect June 1. He has accepted the position as manager of the Co-operative Allied Grain Dealers river elevator at Morris.

Ashley, Ill.—Foehr Bros. have sold the Ashley elevator to the Huegely Elvtr. Co., of Nashville. The Huegely company plans extensive improvements in the building and equipment, including installation of a dump. Work of remodeling has already started, and the plant will be ready to handle grain before the season opens.

Kankakee, Ill.—E. J. Grimmett, mill superintendent of the new Kankakee corn mill of the General Foods Corp., gave an interesting and instructive talk before a recent meeting of the Kiwanis Club, explaining in detail the work done at the new plant. James Mullen, general manager of the mill, was present also as a guest.

Peoria, Ill.—Charles W. LaPorte and William O. Fritz, petitioning creditors for reorganization of the East Peoria Elvtr. Co. under bankruptcy law, testified recently in United States court to the purchase of secured obligations of the corporation amounting to \$72,000. Both said they made purchases for investment and not for the purpose of qualifying as petitioning creditors. Counsel for the Elevator company is resisting the petition of creditors, contending that the company is a going concern.

Biggsville, Ill.—A smooth fellow, giving the name E. L. Reed, recently deposited \$43 in the bank at Biggsville, and then started operations. He got a truck from a Galesburg company, giving a check for it; returned to Biggsville, bot 424 bu. of corn from a local elevator, giving a check in payment (on the Biggsville bank); took the corn to Monmouth where he sold it for 3c a bu. less than he paid for it, and was gone four days before the rubber checks came bouncing back. The truck company got its truck back, but the elevator is holding an empty bag.

Morris, Ill.—Officers recently elected by the newly organized Co-operative Allied Grain Dealers are as follows: W. H. Allen, Morris, pres.; George Mellen, Mazon, vice-pres.; R. A. McClellan, sec'y; John Shoemaker, Verona, treas. The officers of the company recently signed a contract with officers of the FCA for the rental of the elevator on the bank of the river here, formerly operated by the Farmers National Grain Corp. While an option on the plant was taken for five years, the company signed up for the use of the plant for three years, with the two years of the option remaining to be signed for if the plan works out. Seventeen elevator firms comprise the membership of the new company. A bonus of  $\frac{1}{4}$ c a bu. to the IAA and one-eighth of a cent a bu. to the FCA for all grain handled in excess of \$1,800 cash rental up to 2,000,000 bus. will be paid by the company. When first steps were taken in formation of the new company last April, building a new terminal elevator in the Morris area had been considered.

## CHICAGO NOTES

Jules E. Rosen was re-instated in the Board of Trade May 13.

Membership certificates in the Board of Trade were sold at \$3,000.

Eugene Steinmetz, Jr., a member of the Board of Trade, died June 3.

Horace Jackson, a member of the Board of Trade since 1882, passed away May 26.

Albert E. Williams, a member of the Chicago Board of Trade since 1907, died May 25.

Jas. Norris is one of the seven new directors of the Illinois Central railway elected recently.

# The GRAIN DEALERS JOURNAL

The Board of Trade membership of Roy S. Stein has been posted for transfer to Pierre Louis Dreyfus, a partner in the international grain firm of Louis, Louis Dreyfus & Co., Paris, France.

A proposal to change the closing hour of the trading session of the Board of Trade from 1:15 p. m. to 2 p. m., daily except Saturday, was ordered submitted to a vote of members by directors of the exchange.

H. Wallace Armstrong, member of the Chicago Board of Trade since 1900, passed away at his home in New York City May 29. Formerly, for many years during which time he was connected with the Updike Commission Co., Mr. Armstrong resided in Chicago.

Upon the occasion of Fred Uhlmann's 74th birthday anniversary recently, the traders in the wheat pit of the Board of Trade presented him with a basket of flowers. Mr. Uhlmann is of the Uhlmann Grain Co. and has been a member of the Board for many years.

New members of the Board of Trade are: Arthur G. Delany, Jr., New York; Ben C. McCabe, pres. of International Elevator Co., Minneapolis; Lewis Brunswick, Cleveland; Eldridge J. Kinckade; Morris Mather, pres. Morris Mather & Co., Inc.; William W. Fitzgerald, all of Chicago.

The monthly meeting of the Chicago Chapter of the Society of Grain Elevator Superintendents will be held at 6 p. m., Tuesday, June 14, at Lundgren's Fish House, Roby. A representative of the Federal Grain Supervision Dept. will give a talk on Adulteration of Corn. The Chapter's annual election will be held, and will be followed by high class entertainment provided by the Associates. Barney Weller will be toastmaster. Bill Gassler and Bill Kent have charge of the program. Reservations should be sent at once to either Bill.

Controversy is running high on the floor of the Board of Trade over proposals to abolish or modify the call rule that holds down the bids made the country for cash grain to a competitive basis between members of the Board, while non-members and outside markets are not restricted in their bids after the close. The call rule was intended to protect the grain commission merchants receiving grain from the country by requiring buyers of grain to arrive to deduct the commission rate from the posted bid. Thus a Chicago warehouse merchant who is not a member of the Board of Trade has an advantage of 1½¢ per bushel on wheat over his competing warehouseman who is a member, and by overbidding ¼ to ½¢ per bushel can buy all the grain he desires. In other words, he gives away part of the commission that he does not pay and which the member warehouseman is required to deduct, altho he also does not pay it on to-arrive grain bought direct. This question has been brought to a head by the non-member operator of the largest elevator bidding the country.

## INDIANA

Denver, Ind.—A larger size feed mixer is being added to the Mayer Grain Co. elevator.—A. E. L.

Keystone, Ind.—A new 15-ton truck scale is being installed in the Hoosier Grain & Supply Co. elevator.—A. E. L.

Frankton, Ind.—Welborn Holland Co. has installed the Fan Sheller purchased from the Sidney Grain Machry. Co.

North Manchester, Ind.—A small fire, quickly extinguished, occurred in the pit of the J. W. Strauss feed mill May 17.

Woodburn, Ind.—The Woodburn Equity Exchange recently installed a new revolving screen cleaner and cob leg.—A. E. L.

Bluffton, Ind.—The Hoosier Grain & Supply Co. is installing a new hammer mill and a Sidney combined boot and sheller among other improvements.—A. E. L.

Indianapolis, Ind.—J. Glenn Steinhart of the Steinhart Grain Co. is recovering from a throat infection which has confined him to his home for several weeks.

Elkhart, Ind.—F. G. Gaunt of Ft. Wayne, formerly operating a mill at St. Joe, Ind., has bot the 75 bbl. plant of the Pancoast Milling Co. and will put it into operation.

Jamestown, Ind.—Russell Courtney, former manager of the Newton Busenbark Grain Co. elevator at North Salem, is the new manager of the Jamestown Mill & Elvtr. Co.

North Manchester, Ind.—The Clay Syler elevator have provided an enlarged corn dump together with a new sheller and elevator leg, and are able to receive very large truck loads.—A. E. L.

La Otto, Ind.—The La Otto Grain Co., owned by Royal D. Clapp and Eugene Kraus, has purchased the Burns Feed plant and coal yards, which it plans to dismantle and sell.—La Otto Grain Co.

Raber (Columbia City, R. F. D. 5), Ind.—Raber Co-op Co. has completed the installation of the machinery in its new elevator, all the equipment furnished by the Sidney Grain Machry. Co.

Kentland, Ind.—C. C. Harlan, who for many years owned and operated the Kentland Grain Co. here, now under lease to another firm, passed away May 9. Mr. Harlan had been ill for several months.

Durbin (Noblesville p.o.), Ind.—Goodrich Bros. Co. is building a new grinding room at its local elevator and re-locating its machinery, putting a dust collector and blower on the 24 inch motor driven Attrition Mill.

Collett (Portland p.o.), Ind.—The F. J. Zimmerman Co. is remodeling its elevator, getting a new feed and resale room and remodeling its office. A new truck scale and Blue Streak Hammer Mill is also being installed.

Carmel, Ind.—The Yorktown Grain Corp. has been incorporated. Capital stock, 100 shares of \$100 par value; to engage in seed and grain business; incorporators, Dallas S. Foster, Claude C. Major, Marcus E. Kendall and Charles Y. Fostler.

Gilman (Alexandria, R. F. D.), Ind.—The Gilman Grain Co. has changed managers, Charles C. Inglis resigning and George S. Dykes succeeding him. The company is giving the plant a general overhauling and installing a Blue Streak Hammer Mill.

Anderson, Ind.—Grain market quotations are being broadcast on each week day over WHEU at 8:30, 9:30, 10:30, 11:30 a. m. and 12:15 p. m.; on Saturday the broadcasts are at 9:00, 9:30, 10:30 and 11:00 a. m.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Mt. Vernon, Ind.—The Mt. Vernon Milling Co. recently shipped 302,000 pounds of brewers' grits to Copenhagen, Denmark. The shipment went by rail to New Orleans, La., and from there was car carried to Copenhagen by the North German Lloyd Steamship Co.—W. B. C.

Portland, Ind.—The Haynes Milling Co., Inc., is making many improvements on its elevator, including the installation of a Fairbanks 20-ton Motor Scale with a 34-ft. concrete platform. This scale is to be equipped with type registering beam. The concrete platform is being used as a weatherproof cover over the scale levers and to eliminate the possibility of fire hazard.

Indianapolis, Ind.—Following is a list of firms recently admitted to the Indiana Grain Dealers Ass'n membership: J. C. McKillen, Inc., Buffalo, N. Y.; Ockley Grain Co., Ockley (add. station of W. C. Smock & Co.); Morocco Grain & Lumber Co., Morocco; Enos Grain Co., Enos (add. sta. Morocco Grain & Lumber Co.); Mt. Ayr. Grain & Lumber Co., Mt. Ayr. (add. sta. Morocco Grain & Lumber Co.); Albert Konovsky, De Motte; La Crosse Grain Co., La Crosse.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Indianapolis, Ind.—On May 17 the U. S. Supreme Court reversed the Indiana Supreme Court decision relative to taxing receipts from intrastate transactions, in the Gross Income Tax, and held that such receipts could not be taxed in Indiana. This decision is of momentous importance to Indiana grain dealers, saving them, in many individual instances, large sums of money, which, in event the decision would have been adverse to their interests, they would have had to pay.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

South Whitley, Ind.—L. R. Rumsyre, former sec'y of the Farmers Grain Dealers Ass'n of Indiana, salesmen for the Peoria Cordage Co., was seriously injured and burned about the face in an accident west of Wabash May 27. One semi-trailer was parked along the road and Mr. Rumsyre stopped behind it to let traffic pass the other way when another semi-trailer crashed into his machine from the rear, crushing it between the two trucks and setting it on fire. He managed to drag himself free from the wreckage in time to escape being burned to death. He was removed to the Wabash hospital.—Farmers Elvtr. Co., South Whitley, Ind.

North Salem, Ind.—Keller Fishback assumed charge of his new duties as manager of the Newton Busenbark Grain Co. elevator June 1, succeeding Russell Courtney, who is now in charge of the Jamestown elevator.

Greenfield, Ind.—Mrs. Ed. Lister has sold the Greenfield Feed and Produce store to the Hancock County Hatchery. Carl Harvey, who has been managing it since Mr. Lister's death several weeks ago, will continue with the store.

Evansville, Ind.—One of the most modernly equipped and built elevators in the state of Indiana now is in operation in Evansville on the Louisville and Nashville railroad tracks between Evansville proper and Howell. Robert Morris, formerly of Mt. Vernon, is general manager of the elevator, which was built by the E. H. Morris Elevator Company, of which he and his father are owners. In addition to this plant, they operate mills of a similar nature in several Illinois towns. Near the elevator is a structure used for an office and scales.—W. B. C.

Winchester, Ind.—The Goodrich Bros. Co. is putting on a Safety campaign to instruct its men, both inside and outside its elevators, against accidents, on safe driving and kindred matters. To this end the company held an afternoon and evening meeting June 4 of its truck drivers and warehouse men, about 60 in all. Dinner was served at the Randolph hotel and Frank Kuhner, of Muncie, gave a talk. Former Senator James E. Watson was a guest and principal speaker of the evening. This company has just closed one of the most successful years in its history. During the past year it has spent approximately \$35,000 in bettering its plants and has plans now for spending as much more on the different plants this year.

Indianapolis, Ind.—Members are urged to be on guard against strangers who call upon them, many representing themselves as salesmen of some firm or another. Recently at Remington, such a person called on both elevators in the place and two or three other firms as well, claiming to represent a printing concern in Ohio. He was observed to be taking in all details of the office as he made his "sales talk," and that night each place upon which he called was entered and burglarized. Suspicion naturally pointed to him. If members would refuse to deal with strange salesmen, representing unknown houses, dismissing them quickly, it would be to their advantage undoubtedly.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

## IOWA

Bancroft, Ia.—Frank Lupin has installed a new oat huller in his feed mill.

Villisca, Ia.—H. A. McIntosh recently installed a new oat huller in his feed mill.

Woodward, Ia.—The Schaal Grain Co. has installed a new truck lift in its elevator.

Blanchard, Ia.—The Farmers Co-operative Elvtr. Co. recently renewed its charter.

Monona, Ia.—A new 20-ton Sowehigh Scale has been installed by the Farmers Commission Co.

Marcus, Ia.—The Farmers Elvtr. Co. is installing a new 20-ton scale with 34-ft. long platform.

Sheldon, Ia.—The Farmers Elvtr. Co. will rebuild its elevator, destroyed by fire. Bert Struyk is manager of the plant.

Odebolt, Ia.—The Farmers Elvtr. Co. has completed installation of new 24-ton scales, with platform 34 ft. long and 9 ft. wide.

Cleghorn, Ia.—We have just completed painting our entire plant and buildings with aluminum paint. A. J. Ahlschlager did the work.—Farmers Co-op. Co., L. B. Darling.

Rutland, Ia.—Harold Colvet, former manager of the Farmers Elvtr. Co. elevator at Eagle Grove, has moved here with his family and will manage the Rutland elevator.

Knoxville, Ia.—Chet Shive, 65, grain and wool buyer, committed suicide, May 17, at his home here by cutting his throat with a razor. Ill health was given as the cause of the act.—L. G.

Brayton, Ia.—Harold L. Hansen is the new manager of the Brayton elevator, taking the place of Harold F. Toepper, who was transferred to Hancock to have charge of the elevator there.

Keokuk, Ia.—Union authorities of the Corn Products Workers called off the strike of the oats division at the Purity Oats plant May 23, pending negotiations with the Purity Oats Co. officials. The strike had been in progress for a week.

Algona, Ia.—The E. R. Rising & Son elevator has been moved to its new location on Phillips St. The new plant was completed recently.

State Center, Ia.—George Meade, of Goodman & Meade, who had a stroke several months ago, paralyzing his left side, is now up and around again, altho not back at active duty.—Art Torkelson.

Council Bluffs, Ia.—Safety work being done at the Bartlett Frazier Co. grain elevator includes the enlarging of grain bin ventilators as an extra precaution against explosion, overhauling the drier furnaces and replacing windows.

Eagle Grove, Ia.—Harold Colvet, employed at the Farmer's Elvtr. in Eagle Grove, has taken the position of manager of the Rutland, Ia., elevator. His place at the local elevator has been taken by Milford Knutson.—L. G.

Sac City, Ia.—The Williams Milling Co. has purchased the old cement block building of the Public Service Co., and will take possession about Aug. 1. He will add the building to his present property to be used for storage and milling purposes.

Allendorf, Ia.—W. H. Hubbard has resigned as manager of the Farmers Co-operative Elvtr. Co., effective June 25. He has purchased an elevator at Goodell. He has been manager of the Allendorf organization since it started in July 1925.—L. G.

Toledo, Ia.—B. F. Clark, former county superintendent of schools here, but now living at Tekamah, Neb. has been named director-manager of the newly organized Tekseed Non-stock Co-operative Ass'n. He will begin his new duties July 1.—L. G.

Sibley, Ia.—The Farmers Co-operative Elvtr. Co. has done considerable renovating work on its elevator. A concrete driveway into and out of the scale room has been laid; the scale room has been widened and lengthened and the office has been raised. A 20-ton scale has been installed. Jess Broughton is manager of the elevator.

Goodell, Ia.—W. H. Hubbard of Allendorf has bot the two elevators of the Goodell Grain Co. from James and Paul Veldhouse, elevator operators here for the past four years. Mr. Hubbard expects to occupy the south rather than the north elevator and will remodel the building, enlarge and improve the office and install a new set of scales.

Lidderdale, Ia.—The Workmen's Compensation Commission has awarded to Elmer Schenkelberg, 18, thru his guardian, John Schenkelberg, of Halbur, with whom he makes his home, the sum of \$1,027 for injuries received at a grain elevator here about Dec. 3, 1935. The youth injured his knee and osteomyelitis of the bone resulted. The defendants were the Farmers Terminal Elvtr. Co. of Omaha and the Continental Casualty Co.

Reinbeck, Ia.—Ray Sergeant, sec'y and manager of the Farmers Union Shipping Ass'n, charged with failure to account for \$760 turned over to him by the Farmers Union Commission Ass'n of Chicago for remittance to local members, was arraigned May 25 before W. G. Strack, justice of the peace, and charged with larceny by embezzlement. Bond was set at \$1,000 for his preliminary hearing June 2. The sec'y manager had made a habit of deducting excessive expense money when he made remittances to members for shipments. When the shortage was recently discovered and Sergeant refused to make a settlement, his arrest followed.

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New Sharon, Ia.—Allison J. Cope, Sr., 77, former resident of New Sharon, died in Champaign, Ill. He was a former member of the Chicago Board of Trade and operator of a small grain office at Urbana, Ill. Later he had a similar office in Champaign.—L. G.

Sioux City, Ia.—A directed verdict in favor of Lamson Bros. & Co., defendants, in the case of E. B. Charlson against the company, was entered recently by Judge George C. Scott in federal court. Charlson sued the company for \$20,599 stating that the firm sold and purchased 40,000 bus. of May wheat for him on unauthorized orders during the spring of 1937.

Malcolm, Ia.—About a month ago a load of 50 spools of barbed wire was stolen from the Farmers Elvtr. Co. Since then Mr. Booknau has been quietly investigating every clew presented. It developed a Missouri truck was seen loading wire. Later came a report a man in the vicinity of Kirksville had been building new barbed wire fences. The services of Deputy Cochran were solicited and together the two men called on the Kirksville man. Result, several spools of this special brand of barbed wire with the Farmer Elevator's mark on it, were located. The farmer told from whom he had bot the wire and two men were arrested for the theft.

Stanton, Ia.—The Farmers Grain & Livestock Co. elevator has been robbed of 1,800 bus. of shelled corn within the six weeks prior to May 23, according to a complaint filed in the sheriff's office in Red Oak by C. A. Wickstrom, manager. The boldness of the thieves was an outstanding feature of the theft, for, according to neighbors near the plant, trucks bearing Missouri license plates drove up to the elevator on several nights and loaded the corn, in one instance one of the thieves even borrowing a shovel from a near-by resident for the purpose. It was this very boldness that led neighbors to think very little of the procedure, believing the transactions to be legitimate.

New Sharon, Ia.—The Lamis Elevator of New Sharon claims the distinction of having shipped more corn during the past year than any elevator in Iowa. It has loaded and shipped 270,000 bus. or 180 carloads of corn during the past year, in addition to some 25,000 bus. sold locally and shipped out by truck. This information was gleaned by Andrew Lamis, owner and operator in a state-wide survey. New Sharon is in the heart of the corn shipping belt of Iowa and is a marketing point for some of the largest corn producers in that section of the state. Mr. Lamis has owned the elevator several years and since purchasing it has enlarged and modernized the plant.—L. G.

Fremont, Ia.—When the Lamis elevator at New Sharon claimed a state record for corn shipments, H. E. McBurney, who operates an elevator at Fremont began checking up on his 1937 crop transactions and now contests the Lamis claim. The Fremont elevator handled 307,746 bus. of corn, 79,928 bus. of oats, 70,478 bus. of wheat, 20,235 bus. of soy beans, and 2,732 bus. of rye during the period between July 1937 and May 15, 1938. Out of this total of 474,219 bus. of grain, 220 carloads were shipped by rail and 60,000 bus. distributed locally by trucks. Mr. McBurney also owns and operates a well equipped feed mill at Cedar and produces hundreds of tons of feed annually.—L. G.

## KANSAS

Enterprise, Kan.—Hoffman Mills has purchased a new Soweigh Heavy Duty Dump Scale.

Hudson, Kan.—Hudson Farmers Elvtr. Co. elevator here has been sold to the Stafford County Milling Co.

Ogallala, Kan.—A new 15-ton 22 x 9 ft. Soweigh Scale, with concrete deck, is being installed by the Robinson Elvtr. Co.

Pittsburg, Kan.—The state charter board granted a charter to the Pittsburg Elvtr. Co., Inc., May 13, capitalized at \$32,000.

Jamestown, Kan.—The Terminal Elvtr. Co. is overhauling its elevator here, putting in new leg, etc. The A. F. Roberts Construction Co. is doing the work.

Great Bend, Kan.—Emory Burris, grain buyer for the Walnut Creek Milling Co., has returned to his home from a local hospital, where he was being treated for a heart ailment.

Pontiac, (Eldorado p.o.), Kan.—The local elevator of C. E. Powell Grain Co., which has been closed for the last four or five years, has been opened to handle the big wheat crop that is in prospect.

Cottonwood Falls, Kan.—A 15-ton Fairbanks Truck Scale with 9x22 ft. deck and a grain beam, is being installed by the local elevator of the Kansas Flour Mills Corp., managed by P. E. Burnett.

Arlington, Kan.—The Arlington Elvtr. Co. is having additional trackage installed at the local plant, to give more room for handling cars. The coal shed was torn down and ground cleared for the extension.

Plainville, Kan.—The Hart-Bartlett-Sturtevant Grain Co. is installing new loading spout and air compressor and generally overhauling its local elevator, the work being done by the A. F. Roberts Construction Co.

Salina, Kan.—Roy Faith, of the Faith Grain Co., recently returned from Rochester, Minn., where he underwent a serious operation at the Mayo Clinic. He is slowly improving and is able to be at his office.

Coats, Kan.—The Hart-Bartlett-Sturtevant Grain Co. is installing a new leg, belt and buckets, air compressor and generally overhauling its elevator here. The A. F. Roberts Construction Co. is doing the work.

Hartford, Kan.—R. E. Rigganbach of Emporia is manager of the Lord Grain Co. elevator, recently the Carpenter & West elevator. The new owners took charge of the plant May 23. The plant has 20,000 bus. capacity.

Wellsford, Kan.—The Dickhut Grain Co. has disposed of its last elevator, F. O. Meesel of Wellsford purchasing the local plant recently, and the company is no longer in the grain business.—Dickhut Grain Co., A. E. Dickhut.

Clay Center, Kan.—The 25,000-bu. elevator of the Clay Center Grain Co., Gordon Mark, Mgr., has been improved with installation of a 6-bu. Richardson Automatic Scale, and fitting of one leg with high speed V cups that doubled its capacity.

Gorham, Kan.—Stanley Benso, who for 15 years has been operating an elevator at Gorham, has purchased the Russell Milling Co. elevator. He had been manager of it for nine years, prior to that operating the Farmers Grain & Merch. Co. elevator.

Hartford, Kan.—Carpenter & West have sold their local elevator and their loading stations at Wiggom (Emporia p.o.) and at Wycoff (R. D. Neosho Rapids) to the Lord Grain Co. of Emporia, and have retired from the grain business.—R. D. Carpenter.

Jamestown, Kan.—The Hart Grain Co. of Randall, Kan., is installing a new Richardson Automatic Scale, remodeling and raising cupola, installing new leg, changing drive, etc., at its elevator here. The A. F. Roberts Construction Co. is doing the work.

Canton, Kan.—The Canton Grain Co. is installing new elevating machinery and making other improvements at its Santa Fe and Rock Island elevators. S. W. Smith, manager, said it was estimated that the cost of improvements would be approximately \$5,000.

Augusta, Kan.—The 10,000 bus. elevator of the Red Star Milling Co. at Ellsworth, which was recently purchased by Sam P. Wallingford Grain Corp., of Wichita, has been moved and rebuilt at Augusta, where it is being operated under the latter name, with Raymond Marshall as local manager. In the reconstruction the house was fitted with a 14x12 ft. driveway, a 15 ton truck scale, and an Ehksam Overhead Traveling Truck Lift.

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# The GRAIN DEALERS JOURNAL

Dodge City, Kan.—Group meetings were held by members of the Kansas Grain & Seed Dealers recently, at Pratt, Winfield, McPherson, Iola, Emporia, Clay Center, Horton, Downs, Norton, Colby and Garden City.

Clay Center, Kan.—A second screw conveyor is being installed under the tracks of the Rock Island railroad between the truck receiving shed and dump pit, and the carload receiving facilities of the Mid-Kansas Milling Co. to speed up truck load receiving operations.

Miltonvale, Kan.—The Hart-Bartlett-Sturtevant Grain Co. is raising the cupola, putting in Ehrsam Head Drive, a Fairbanks-Morse Motor, complete re-wiring, Richardson Automatic Scale, at its elevator here. The A. F. Roberts Construction Co. is doing the work.

Thayer, Kan.—Rex Green, local manager of the George Bros. elevator, has leased the entire feed and grain business from Everett and Ralph George after 11 years of operating the plant on a partnership basis. The new business will operate under the name of Rex Green.

Natrona (Preston p.o.), Kan.—W. S. "Pat" Grier, of Cairo, who owns and operates the Grier Grain & Oil Co. at the latter place, recently bot the Natrona Grain Co. elevator from J. V. Harkrader of Pratt and will take possession and operate the plant this crop season.

Greenleaf, Kan.—Ed. Hogan & Son have just completed the erection of their 15,000 bus. elevator. It is of studded construction, iron clad, and equipped with 10-ton Fairbanks Scale, Ehrsam Head Drive, overhead electric truck lift, Calumet Buckets. A. F. Roberts Const. Co. were the contractors.

Wamego, Kan.—We have just finished the installation of a new Ehrsam Air Lift, a large Boss Loader, and speeded up our handling capacity by additional cups, larger spouts and other necessary improvements. This makes our elevator very modern in every way.—Wamego Seed & Elvtr. Co., J. O. Ross.

Abilene, Kan.—One of the 60,000-bu. reinforced concrete tanks in the 185,000-bu. storage unit of the Mid West Mills, subsidiary of the Security Flour Mills, under the management of C. J. Biegert, has been divided into five small bins holding from 7,000 to 13,000 bus. each. The work was done by Ryan Construction Co.

Miltonvale, Kan.—H. H. Stoneback of Lawrence has purchased the old mill and will have it overhauled and equipped to be used as an elevator. The mill machinery will be kept in place as Mr. Stoneback will grind feed also. T. B. Holloway, who has been manager of the Stoneback elevator, will continue in the new location.

Hutchinson, Kan.—Nominations for the Board of Trade election, held June 7, were as follows: For pres., R. C. Davidson and D. B. Frazee; for vice-pres., C. C. Kelly and E. E. Shircliffe; for director, Walter Stiles, M. A. Keith, Hal Davis, Floyd Hazelton, C. A. Truesdell, C. W. Colby, Helge Hansen, P. M. Clarke, J. V. Fleming, A. W. Estes, H. O. Horton, C. D. Jennings and Harold Poort.

Lindsborg, Kan.—Flood waters of the Smoky Hill river poured into the basement of the Runbeck Bros. flour mill on the banks of the stream June 3, when accumulated water from rains in western Kansas overflowed the river's banks in a crest that gauged 32.5 feet, a foot above the 1927 peak that flooded villages and cities all along the river's course. Low-land wheat, nearly ready for harvest, was considered virtually a total loss.

Dundee, Kan.—John Law, 53, of the John J. Law Grain Co., was shot while hunting May 24 and is in St. Rose hospital, Great Bend, paralyzed from his waist down as a result of the accident. Mr. Law was pulling his gun, a .22 caliber rifle, from the back of the front seat of his automobile, barrel first, when it was accidentally discharged, the bullet entering the right side of his neck, ranging slightly downward, and lodging against his spinal cord.

Wichita, Kan.—An automatic sprinkling system, which turned on when the heat became intense, is credited with confining the fire at the Red Star Milling Co. May 19 to a small area of the structure, and prevented total destruction of the plant. The blaze is believed to have started by an electric motor, originating on the ground floor. The flames were running up a shaft 50 or 75 ft. high when city firemen arrived, but the plant's sprinkler system had controlled the fire to an extent that it was quickly extinguished. The elevator unit has a 1,400 bbl. capacity.

Haviland, Kan.—S. O. Frey, formerly on the board of the Farmers Co-operative Commission Co., and for years manager of the large cooperative elevator at Fowler, has been appointed manager of the Equity Exchange elevator here.

Damages sustained from windstorms in Kansas during May were reported by the following companies: Moore-Lowry Flour Mills Co., Argonia; Blue Rapids Milling & Elvtr. Co., Blue Rapids; Commander-Larabee Milling Co. and the Goddard Farmers Elvtr. Co., Goddard; State Line Milling Co., Kiowa; the Moore-Lowry Flour Mills Co., Larned; F. H. and V. H. Kellogg and the Tyler Co-op. Co., Wichita; Friesen Grain Co., Furley; B. Lynch, Glen Elder; Farmers Co-operative Elvtr. Co., Yates Center.

## KENTUCKY

Burgin, Ky.—Windstorm damage to property was reported recently by Clell Coleman & Sons.

Taylorsville, Ky.—The Crescent Roller Mills Co. reported windstorm damages sustained at its plant May 23.

Auburn, Ky.—Robbins Bros., owners and operators of Auburn Roller Mills, recently installed new and improved machinery in their corn mill.

Bandana, Ky.—The Randolph Milling Co. has installed a Hall Signaling Grain Distributor in its new plant. Eikenberry Const. Co. had the contract.

Greenville, Ky.—A charter has been granted to the Green River Milling Co., capital \$8,000; incorporators, T. G. Rogers, Lloyd Rogers and J. L. Rogers.

## LOUISIANA

New Orleans, La.—Joseph Leonard Helwick, licensed inspector, and Arthur E. DeFraites, of the New Orleans office of federal grain supervision, were two of the victims of the New Orleans explosion tragedy at the Public Grain Elevator recently. Burns received in the explosion were the cause of death. Mr. Helwick, 66 years old, had been employed continuously by the New Orleans Board of Trade since 1897. He was first a helper and in 1912 was appointed an inspector. Following the passing of the U. S. Grain Standards Act in 1917 he applied for a license to inspect corn, and subsequently obtained licenses for other grains as standards were promulgated. His death is a severe loss to the inspection service in this market. Mr. DeFraites was employed temporarily in the work of Grain Standardization at New Orleans in 1913. Later he passed an examination and became an aid in Grain Standardization. In 1917 he became a licensed inspector with the Board of Trade, serving until 1928 when he returned to the department in the employ of the Federal Grain Supervision at Fort Worth. In 1930 he was transferred to the New Orleans office of Federal Grain Supervision.

## MARYLAND

Frederick, Md.—Felton & Kelly recently purchased a Sidney Mill Sheller and elevator.

La Plata, Md.—The La Plata Milling & Supply Co. storehouse was destroyed by fire May 22, burning several thousand dollars worth of grain.

## MICHIGAN

Colling, Mich.—Unionville Milling Co. recently purchased a Sidney Kwik-Mix mixer.

Holly, Mich.—Holly Grain & Produce Co. reported windstorm damages sustained May 6.

Gaines, Mich.—Mrs. Elsie Fruthey reported windstorm damages received at the Fruthey elevator recently.

Battle Creek, Mich.—About 17 tons of grain belonging to A. K. Zinn & Co. was made unfit for use recently when several windows in the warehouse in South Kendall St. were broken by children throwing stones, and pieces of glass shattered over the grain stored there.

Unionville, Mich.—William J. Ireland, of Wilhamston, has opened an alfalfa mill here. He will dry alfalfa and grind it into meal for feeding purposes.

Fenton, Mich.—It was erroneously reported recently in the Journal that the Michigan Bean Co. elevator at Fenton had been closed. The elevator is enjoying one of its busiest seasons and Louis A. Riedel continues in charge, a new assistant having been assigned him following the transfer of Francis Marshall to Alma, Mich., as manager of the company's branch there.

## MINNESOTA

Gibbon, Minn.—Gibbon Farmers Elvtr. Co. property was damaged by windstorm May 3.

Lafayette, Minn.—Lafayette Farmers Elvtr. Co. elevator was damaged by windstorm May 3.

Rockville, Minn.—Joseph Meinz has purchased the elevator from the Monticello Elvtr. & Milling Co.

Adrian, Minn.—The feed mill which recently has been operated by W. C. Conklin and Ira Nicks, has been closed.

Woodlake, Minn.—The old Pacific Grain Co.'s elevator here was taken down and will be moved to another station. The T. E. Ibberson Co. did the work.

Minneapolis, Minn.—Bids are being taken for the rebuilding of the Fleischmann Malting Co. plant, destroyed by fire. No date has been set for the closing.

Louisburg, Minn.—The National Atlas Elvtr. Co. has decided to close its elevator here for a temporary period. T. C. Thoreson, of Dawson, has been its manager for the past year.

Worthington, Minn.—The annual picnic of the Southwestern Minnesota Grain Managers Ass'n will be held here at Chautauqua park June 26. Comites are busy making arrangements.

Winona, Minn.—Bernard J. Rothwell, of Boston, pres. of the Bay State Milling Co., and of Lawrenceburg (Ind.) Roller Mills Co., who has been ill for some time, is able to be at his desk again.

Nassau, Minn.—Lumber from the Monarch Elevator from Forestville, S. D., which was wrecked, was trucked here for a large addition to the elevator here, which construction will begin soon.

Clara City, Minn.—Geo. Watchler of South Dakota has taken over the position as manager of the St. Anthony and Dakota Elvtr. here. Ole Gremsgard, former manager of the elevator, will be transferred to another point.

Minneapolis, Minn.—The spring meeting of the directors and of the various divisional comites of General Mills, Inc., was held in Minneapolis the week of May 23. It was, incidentally, the 10th anniversary of the founding of the company.

Lawndale, Minn.—The north elevator of the Farmers Grain & Mercantile Co. will be iron clad; a new steel boot tank will be installed along with a 20-ton scale. A larger driveway shed is already under construction. J. H. Fisch Co. has the contract.

Felton, Minn.—August Stiening, who for the past eight years managed the National Atlas elevator here, resigned his position, effective June 1. Elzie Million, of Ree Heights, S. D., formerly manager of the National Atlas elevator of Wheatville, Minn., will succeed him.

Sabin, Minn.—The Red River Elvtr. Co. has awarded contract to the T. E. Ibberson Co. for repairs and alterations to its local plant. Additional storage is being provided as well as a new leg. Strong-Scott Head Drive will be used. A new boot tank, pits and spouting are a part of this equipment.

Winona, Minn.—The Winona Flour & Feed Co. store has moved to a new and larger location on East Second St. Clarence H. Harvey is proprietor of the company. The new feed store is 36 x 80 ft. in size, with two stories and basement, and an additional warehouse for machinery which is 44 by 80 ft. in size.

**STRATTON GRAIN CO.**  
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CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. NEW YORK, N. Y.  
**MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS**  
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Delano, Minn.—The Delano Elevator recently installed a large capacity grain cleaner.

Clontarf, Minn.—The Monarch Elvtr. Co. has installed a new grain cleaner in its local plant.

Storden, Minn.—Jens Thompson has installed a new oat huller and high capacity grain cleaner at his elevator.

Walters, Minn.—The Speitz Grain & Coal Co. has installed at its local elevator a new large capacity grain cleaner.

Benson, Minn.—Ray M. Lang, elevator man and seed dealer, has filed for lieutenant governor on the Democratic ticket.

Farwell, Minn.—The Farwell Independent Elvtr. Co. has improved its elevator and installed new equipment, among the latter a new oat huller and grain cleaner.

St. Peter, Minn.—Floyd Hix has sold his business known as the St. Peter Feed Mill to Wilton Mans and Albert Erickson of Oshawa, who will conduct the business in the future.

Brycelyn, Minn.—The Farmers Elvtr. Co. recently repaired and improved its plant. A new Strong Scott Head Drive, a new boot and a motor driven air compressor have been installed.

Humboldt, Minn.—Among general repairs made at the Farmers Mutual Elvtr. Co. by the T. E. Ibberson Co. was the installation of new machinery, belting, buckets, head drives, back stops and spouting.

Montevideo, Minn.—J. W. Evans was elected pres. of the Western Grain Men's Ass'n at the ass'n's meeting May 10 in Hanley Falls. Lester Lee was elected vice-pres. and E. A. Silver, of Marshall, was re-elected sec'y.

Duluth, Minn.—With flour, feed and trade generally quiet, demand for cash grains show no pick up, but holds routine in order and commission houses find business slow to obtain for the daily supplies displayed. Buyers give the offerings the once over and pass on. Now and then a buyer in need picks up certain grains to fill trade wants.—F. G. C.

Duluth, Minn.—Members of the Board of Trade will vote June 10 for adoption to amend Rule XII as follows: After May 1938, no trades in grain or flaxseed futures deliverable in the current month shall be made during the last seven business days of that month. The present rule is "three last days of the month." Also to change the words "The Grain Futures Act" to "The Community Exchange Act."—F. G. C.

Minneapolis, Minn.—Contracts have been let by the Archer-Daniels-Midland Co. to McKenzie-Hague Co. for the construction of a new grain warehouse on the site of the 400,000 bu. elevator which burned in September of last year. The new building will be of reenforced concrete and will cost \$200,000. Work will start immediately and the new building will be finished by mid-September. It will serve the adjoining Delmar elevator, owned by the Archer-Daniels-Midland Co., and which has a storage capacity of 13,000,-000 bus. of grain.

## MISSOURI

Carthage, Mo.—The McDaniel Milling Co. plant has been remodeled to increase its capacity from 500 to 625 bbls. a day.

Tarkio, Mo.—The Dannen Grain & Mfg. Co. has leased the elevator of the Tarkio Elvtr. Co. and will operate it with Jim Yale as manager.

Alma, Mo.—The Alma Elvtr. Co. has built a loading dock on the Missouri river bank upstream from the Waverly bridge and May 26 began filling a barge with shelled corn for shipment south.

St. Louis, Mo.—E. J. Minshall, formerly manager of the Kansas Flour Mills Co.'s elevator in Hutchinson, Kan., and recently with Valier & Spies Milling Corp. here, has resigned and returned to Kansas.

Hamilton, Mo.—The Farmers Produce & Grain Co. of Hamilton is making plans to erect at once a large grain elevator north of the Burlington tracks. Mayor J. R. Henry, Frank Donaldson and A. B. Edwards comprise the building comitee. Mr. Donaldson is company manager.—P. J. P.

Hannibal, Mo.—W. C. Niergarth and F. T. Jacobi, of St. Louis, who submitted a proposal to the city council in March for the leasing of a site upon which to erect an elevator, are awaiting a decision on the matter. The proposed plant would be 40x40 ft. and 80 ft. high, and the site the men wish lies between the Burlington and Wabash rail road tracks.—P. J. P.

Carl Junction, Mo.—Floyd Anderson will operate the Carl Junction elevator during this wheat season. He stated probably the Waco elevator will be placed in service also.

St. Louis, Mo.—W. J. Niergarth, president of the Terminal Grain Co., has announced that Charles A. Wilson, an independent dealer in cash grains, has become associated with the firm.—P. J. P.

St. Joseph, Mo.—A. J. Brunswig, of Brunswig Grain Co., and one of the pioneer grain dealers of the Missouri Valley area, is seriously ill at Missouri Methodist Hospital in St. Joseph. Mr. Brunswig has been active in the grain business since before the turn of the century. He was the third president of the St. Joseph Grain Exchange, serving for both the 1918 and 1919 terms. He is in the eighties, and until his recent failing, had generally enjoyed good health.

St. Louis, Mo.—An order of the St. Louis Merchants Exchange on Mar. 24 barring the grain firm of Morton & Co. from trading on the floor was lifted May 25 by the directors. The March order was not equivalent to a suspension, the effect being to prevent the firm from transacting business until such time as it could be determined if outstanding obligations could be met. The firm's margin accounts were found in balance.

New Bloomfield, Mo.—The Ferguson Feed Store has changed hands, Leroy Blount buying the stock and business. Swan Ferguson and his sons, Curgie and Gene, formerly operated the store, but for the past two years Mr. Ferguson has not been actively connected with it. Curgie Ferguson has been operating the M. L. Ferguson Feed Store in Fulton and Gene Ferguson has been in charge of the business here. Gene Ferguson will now go with his brother at Fulton.—P. J. P.

## KANSAS CITY LETTER

Kansas City, Mo.—The new modern offices of Nutrena Mills, Inc., have been completed and are now occupied.

Kansas City, Mo.—A. H. Fuhrman has applied for membership in the Kansas City Board of Trade on transfer from F. B. Cummings. The sale price of the membership was \$5,000, including the transfer fee, unchanged from the last transaction.

Kansas City, Mo.—In a change of the personnel of the State Grain Inspection Bureau office, the following men, who were samplers and weighers, have been dismissed: W. W. Ashley, Carl Aleshi, Glen McNally, M. T. McAlexander, Bryan Harshfield, Harry Dixon, Jack Sanell, Ode Shepard and W. M. Lowman.—P. J. P.

Kansas City, Mo.—Frank J. Farnen and A. W. Fillbeck have applied for membership in the Board of Trade, the former on transfer from Jay H. Wooldridge and the latter from Fritz Hirschmann. The membership sold for \$5,000, including the transfer fee, or the same as the last previous sale. J. W. Ringwald also applied for membership on transfer from J. Hendel. No consideration was involved.

Kansas City, Mo.—A delegation from the Kansas City Board of Trade, led by E. F. Emmons, held a conference recently with Gov. Lloyd C. Stark over proposed changes in the personnel of the state grain and warehouse department. While it was denied that anything would be done to in any way hamper the efficiency of the department, many replacements of present employees was forecast. The main offices of the department are at St. Louis, St. Joseph and Kansas City.—P. J. P.

## MONTANA

Great Falls, Mont.—T. D. Barry has resigned as vice-pres. and general manager of the Royal Milling Co., a division of General Mills, Inc., the resignation to take effect June 1.

Sidney, Mont.—The Holly Sugar Co. is building a seed and feed warehouse, one story high, 80x40 ft. It will be iron clad with a concrete foundation. C. D. Adams is manager.

## NEBRASKA

Adams, Neb.—H. E. Francis has resigned as manager of the Farmers Elvtr. Co.

Table Rock, Neb.—The Farmers Union Elvtr. Co. is building an 18,000 bus. cribbed iron clad elevator equipped with Richardson Automatic Scale, overhead electric truck lift, Ehrsam Head Drive, Fairbanks-Morse 10 h.p. Motor. The A. F. Roberts Construction Co. has the contract.

Friend, Neb.—Acme Mills & Elvtr. Co. elevator was damaged in a windstorm May 24.

Wilsonville, Neb.—The Ami Meyers elevator has been given a new coat of aluminum paint.

Odell, Neb.—A new grain dump has been installed at the Farmers Elvtr. Co. plant and the scales repaired.

Dawson, Neb.—H. E. Francis, formerly of Adams, is manager of the Farmers Union Co-operative Elevator.

Prosser, Neb.—G. A. Glover and K. R. Hujick of Morrowville, Kan., have purchased the Moritz Grain Co. elevator.

Hayland, Neb.—The Moritz Grain Co. elevator has been sold to G. A. Glover and K. R. Hujick of Morrowville, Kan.

Omaha, Neb.—Westcentral Co-op. Grain Co. has been incorporated with Omaha as its principal place of business.

Fremont, Neb.—The Updike Grain Corp. recently purchased a new 20-ton 34 x 9 ft. Soweigh Heavy Duty Motor Truck Scale.

New March (Hastings p.o.), Neb.—G. A. Glover and K. R. Hujick of Morrowville, Kan., have purchased the Moritz Grain Co. elevator.

Irvington, Neb.—The Updike Grain Corp. has purchased a new 20-ton 34 x 9 ft. Soweigh Heavy Duty Motor Truck Scale for its local elevator.

Dawson, Neb.—Rue Cole has resigned as manager of the Farmers Union Co-op. Ass'n elevator, a position he has held for the past two years.

Harvard, Neb.—Manager F. W. Dick of the Harvard Grain Co. elevator is having the elevator office rooms redecorated and otherwise improved.

Fremont, Neb.—Fire destroyed the Fredrickson Feed mill May 31. Loss is estimated at \$4,000. The mill, owned by Henry E. Fredrickson, had been in operation three years.

Barneston, Neb.—Henry Jurgens, manager of the Pickrell elevator for five years, will succeed Ed Stromer at the Cooper Milling Co. elevator here, beginning his duties June 15.

Omaha, Neb.—The 1938 Directory of the Nebraska Grain Dealers and Mills has just been issued by J. N. Campbell, Sec'y of the Nebraska Grain Dealers Ass'n, and it is bigger and better than ever.

Bennett, Neb.—C. M. Kinzler, former manager of the Arbor Co-operative Grain Co. elevator at Davey, will assume charge of his duties as manager of the Farmers Co-operative Elvtr. Co. plant here on June 20.

Davey, Neb.—Neil Peterson of Colon has taken charge of the Davey Co-operative Grain Co. elevator as manager, succeeding C. M. Kinzler, who will manage the Farmers Co-operative Elvtr. Co. elevator at Bennett.

Diller, Neb.—John Huttemeyer of Humboldt has been appointed manager of the O. A. Cooper Co. grain elevator, succeeding Ben Hall, who recently resigned to take a position with a grain company at Fairfield, Neb.

Omaha, Neb.—Application of the West Central Co-operative Grain Corp. of Omaha to take over the Farmers National Grain Corp. of Omaha, is being opposed by Joy M. Hackler, of Omaha, and the case is now in the courts.

Hoag (Beatrice p. o.), Neb.—Floyd Jones, of Pickrell, has accepted a position as manager of the Hoag Co-operative Grain Co. at Hoag and will take over the management June 1. Henry Thewlowiet, who has been the manager the past 14 years, has resigned and accepted a position at an elevator at Byron.

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# The GRAIN DEALERS JOURNAL

Atlanta, Neb.—The Seldomridge Grain Co. elevator has been purchased from the C. B. Seldomridge estate by Morrison-Gregg-Mitchell of Kansas City, and was opened for business June 1. The plant had been closed since the death of Mr. Seldomridge some time ago. E. M. Highley has been made manager of the elevator.

Lexington, Neb.—The Denver Alfalfa Milling & Products Co. is now operating its dehydrating plant and is grinding and drying from 15 to 18 tons of green alfalfa per day. O. R. Sicklerbower is the local manager. The hay sheds, which were flattened by a tornado a few weeks ago, are being taken apart and will be rebuilt as soon as possible.

Omaha, Neb.—Rosenbaum Bros., Inc., with headquarters in Chicago, has leased the million bushel Illinois Central grain elevator and will put the plant into actual operation July 1. The lease adds a new elevator operating unit to the local market, since the firm recently took over operation in Council Bluffs of the Rock Island elevators, long idle.

Eustis, Neb.—Morrison-Gregg-Mitchell of Kansas City has bot the C. B. Seldomridge Grain Co. elevator. The firm, owner of thirty or more elevators in Nebraska and Kansas, also bot the Atlanta elevator of the Seldomridge estate. W. A. Harding, who has operated the local elevator for the past five years, has been retained as manager by the new owners.

Burchard, Neb.—The Burchard Grain & Supply Co. has leased the plant to W. G. McCue, late of the Farmers Grain Elevator at Filley, and he will assume charge June 15. The plant will be overhauled and improved and put in first class operating condition before Mr. McCue takes it over. Pat Carver, who has been in charge of the elevator, has resigned his position.

## NEW YORK

Wolcott, N. Y.—On May 13 fire of unknown cause damaged a 25 h.p. motor used to operate a grinder in the plant of Engelson & Van Liere, Inc.

Albany, N. Y.—On May 17 an explosion occurred in the feed grinder in the plant of the Co-operative G. L F. Mills, Inc., damaging the mill, spouting, dust collector, and stock.

Buffalo, N. Y.—Mrs. Clara Frances Black, wife of Abraham B. Black of the Buffalo grain firm of Charles Kennedy & Co., and the mother of E. B. Black, vice-pres. of the Corn Exchange of Buffalo, died at her home on May 17.

Cuba, N. Y.—A sprinkler system in Phelps & Sibley Co.'s upper mill on Mill St. probably saved the structure from destruction May 19 when fire followed a dust explosion. A burst of flame was lapping upwards in the freight elevator shaft following the explosion, when six or seven sprinkler heads let go, and the fire was practically out when the city fire department arrived on the scene. Damage from fire was small, altho feed in a small area on the first floor was badly wet.

## NORTH DAKOTA

Kuroki (Westhope p.o.), N. D.—Kuroki Elvtr. Co.'s elevator was damaged by windstorm recently.

Garrison, N. D.—The Occident Elvtr. in Garrison is being repaired and repainted. T. G. Timko is manager.

Fargo, N. D.—A conference of farm organizations, elevator men and milling interests was called for June 6 here by B. E. Groom, chairman of the agricultural comitee of the Greater North Dakota Ass'n.

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Wild Rice, N. D.—A new iron clad elevator will be built for the Valley Seed & Grain Co. J. H. Fisch Co. has the contract.

Langdon, N. D.—Walter LaTourrette has been transferred from Mapes to manage the St. Anthony & Dakota Co. elevator here.

Garske, N. D.—A 20-ton 28 x 9 ft. Fairbanks Scale with new Strong-Scott Air Dump is being installed for Garske Elvtr. Co. by T. E. Ibberson Co.

Gardner, N. D.—A new 15-ton scale with Strong-Scott Air Dump is being installed by T. E. Ibberson Co. for the Gardner Farmers Elvtr. Co.

Wyndmere, N. D.—The Farmers Elvtr. Co. recently installed a new 20-ton scale, new legs and is making general repairs on its local elevator. Work is being done by T. E. Ibberson Co.

Marion, N. D.—J. C. Miller has purchased and closed the old Powers Elvtr. Co. elevator, leaving only two grain houses now doing business here. Mr. Miller will use the purchased elevator for storage only.

Mapes, N. D.—Walter LaTourrette, who has been manager of the St. Anthony & Dakota Co. elevator here for several years, has been transferred to Langdon. His father, T. E. LaTourrette, of Petersburg, has been appointed to manage the elevator here.

Cavalier, N. D.—The Farmers Co-operative Elvtr. Co.'s new elevator now under construction is rapidly nearing completion. Costing \$30,000, the 50,000-bu. structure will be fire-proof and modern in every way. It will be 106 ft. high, have 21 bins, a testing room 7 ft. x 12 ft. for grading and testing all grains; the cross-work floor will be of hard wood. Installation will be made of a three unit, all steel cleaner, which will clean any kind of grain brot in. The driveway will be 18 ft. wide, and a 20-ton capacity 30-ft. Fairbanks-Morse Scale will be installed. A Strong-Scott air dump will be installed. The pit is 17 ft. from the work floor to bottom. The elevator building will be ten times faster in handling than the one it replaces. The office will be enlarged and stuccoed on the outside. In the basement will be placed the heating plant and a vault 7 x 12 ft. to be used for records. A separate scale outside will be used for weighing coal. J. H. Fisch Co. had the contract.

## OHIO

St. Paris, O.—St. Paris Grain Co. recently purchased a 1½-ton Sidney Kwik-Mix Mixer.

Luckey, O.—The Luckey Farmers Exchange Ass'n has painted its office building with soya paint.

Monroeville, O.—Monroeville Co-op. Co. has installed a new ton Kwik-Mix Mixer and Conveyor.

Woodville, O.—The Luckey Farmers Exchange Ass'n elevator has installed a McMillin Reversible Motor on its hoist.

Union City (Union City, Ind., p.o.), O.—The Pierce Elvtr. Co. recently sustained windstorm damages at its elevator.

Deunquat (Sycamore p.o.), O.—The Deunquat Elvtr. & Exchange Co. reported windstorm damages sustained at its plant recently.

Genoa, O.—Roy Darling has been employed as manager of the Genoa Farmers Exchange plant, taking the place of D. D. LaPlant who resigned because of ill health.

Fremont, O.—A storage shed of the Peoples Elvtr. & Supply Co. was destroyed by fire May 16, with \$3,000 loss. The blaze was started by cigarettes of transients.

Ansonia, O.—The Elroy Grain Co. has discontinued business following the death, April 27, of J. W. Miller, manager and proprietor of the grain company.

Hicksville, O.—Hicksville Grain Co. have added several electric motors and drives to their equipment, the motors furnished them by the Sidney Grain Machry. Co.

Richwood, O.—Hunt Milling has put in some new machinery including drag, large Eureka Cleaner, Sidney truck hoist, head drives, elevator, all furnished by the Sidney Grain Machry. Co.

Tontogany, O.—A new dehydrating plant has been built here for the A. B. Caple Co., manufacturers of dehydrated and sun-cured alfalfa meal, more than doubling the capacity of dehydrated meal.

Bucyrus, O.—Zeigler Milling Co. is now using the Sidney Kwik-Mix Mixer purchased recently.

Lemoyne, O.—The Luckey Farmers Exchange Ass'n has painted its local elevator with aluminum paint.

Montezuma, O.—Montezuma Grain Co. have installed considerable new equipment, including a large Ajax hammer mill, Crusher, 40-hp. motor, metal catcher, ton Kwik-Mix mixer, all the machinery furnished by the Sidney Grain Machry. Co.

Haviland, O.—The Haviland Grain Co. is remodeling its plant. Among the improvements to be installed is a Randolph Direct Heat Grain Drier which will be in operation in time for the coming combine crop. This drier is operated by an oil burner and is electrically controlled.

Deshler, O.—The Northwestern Ohio Farmers Grain Dealers Ass'n met May 23. Dinner was served and speakers included Dale McMillen, Ft. Wayne, Ind., J. W. Huntington, Columbus, and E. H. Bond, Napoleon. William Kemmer presided and I. T. Kendall, sec'y, assisted.

Continental, O.—Raabe Bros. are erecting a new grain elevator on the site of the old Buckeye elevator which burned several years ago, along the main line of the Nickel Plate railroad. The structure will be 35 ft. high and 36 ft. wide, and will be equipped with the latest grain elevator machinery. A feed grinding room is included in the plans.

Elmore, O.—The Farmers Elvtr. Co. is completing its new, modernly equipped elevator, built to replace the one destroyed by fire a year ago. The company has been operating for some time on grain. A Direct Heat Grain Drier, electrically controlled and operating on anthracite coal as fuel has just been installed and the plant will be ready for the movement of combine wheat and oats.

Columbus, O.—Ohio Grain, Mill & Feed Dealers Ass'n recently enrolled the following firms in membership: Wooster Equity Exchange, Wooster; Elliott Elevator, Holmesville; Davis Elevators, Sycamore; Trotwood Farmers Exchange, Trotwood; Feeders Supply Co., Franklin; New Vienna Grain & Produce Co., New Vienna; Schuh, Inc., Cincinnati.—W. W. Cummings, sec'y.

St. James (Galion p.o.), O.—The St. James elevator we recently acquired consists of an office building, tile grain tanks, with 18,000 bus. storage, a fair-sized warehouse, a four-car railroad switch, with equipment consisting of a Howe Wagon Scale, three bus. Richardson Automatic Scale, a Sidney Grain Separator and Manlift, with steel elevator leg and steel spouting thruout. The headhouse, of concrete, covers the entire five storage tanks and houses the grain cleaner and automatic scale.—W. H. Moody, Moody & Thomas Milling Co.

Columbus, O.—Supplemental Sec. 12448-4 of the Ohio law, effective June 10, provides: "Every person, firm, corporation or partnership regularly receiving or dealing in livestock, fowls, grain, seeds or wool, shall keep a record of all transactions relative to the purchase or sale of any of those commodities, showing the name and address of the seller and the name and operator's license number of the persons delivering such livestock, fowls, grain, seeds or wool; the date, number, kind, breed and quantity of the same, and the license number of the motor vehicle delivering same, which records shall be subject to inspection by the police officers and highway patrolmen herein designated for a period of six months from date of such transaction. Any person, firm, corporation or partnership who refuses or fails to keep a record as provided in this section, or willfully keeps a false report, shall be fined not less than \$10 nor more than \$500."—W. W. Cummings, sec'y Ohio Grain Mill & Feed Dealers Ass'n.

## OKLAHOMA

Aline, Okla.—Farmers Elvtr. Co. purchased a new 15-ton Sowehigh Heavy Duty Motor Truck Scale.

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Mineo, Okla.—The Wegener Grain Co. has installed a Kewanee Truck Lift, crane type, in its local plant.

Bessie, Okla.—The Farmers Elvtr. Co. has installed a new 20-ton, Fairbanks-Morse Truck Scale with 34-ft. deck.

Augusta (Carmen p.o.), Okla.—A. W. Glasgow has purchased the two elevators formerly owned by C. H. Cox Grain Co.

Garber, Okla.—R. M. Raulston purchased an electric truck hoist and 5-h.p. head drive from the Sidney Grain Machry. Co.

Wapanucka, Okla.—The Kimbell Milling Co. has installed a new 15-ton 22 x 9 ft. scale, bot of the Dillon Scale Repair Co.

Camargo, Okla.—The Kimbell Milling Co. recently bot a new 15-ton scale, with 22 x 9 ft. platform, of the Dillon Scale Repair Co.

Gate, Okla.—Leon Couch will operate the local elevator recently purchased from the General Grain Co. by the Feuquay Grain Co. of Enid.

Aline, Okla.—The C. H. Cox Grain Co. elevator has been sold to A. W. Glasgow, who will operate it under the name of Glasgow Grain Co.

Hillsdale, Okla.—The Hillsdale Equity Exchange is installing a 9 x 30 15-ton Howe Scale.—T. R. Shirley, manager Hillsdale Equity Exchange.

Yewed, Okla.—L. L. Baltz has leased the local elevator formerly operated by the Farmers National Grain Corp., from the Farm Credit Administration.

Sharon, Okla.—Fred Thomas has leased the local elevator formerly operated by the Farmers National Grain Corp., from the Farm Credit Administration.

Beaver, Okla.—Charles Huguley of Beaver has leased the Oklahoma Wheat Pool elevator and will have it in operation by harvest time. The plant will be generally repaired.

Lahoma, Okla.—The new 15,000-bus., frame, iron-clad elevator is under construction for W. B. Johnston Grain Co., by A. F. Roberts Construction Co., replacing an obsolete house which has been taken down.

Vici, Okla.—The Kimbell Milling Co. is installing new 10-ton capacity scales at its new elevator. The office of the concern is being moved to a new location in order to make more room for parking trucks.

Selman, Okla.—L. S. Fisher has purchased the elevator formerly owned by Dr. Craig of Protection, Kan., and has already assumed possession. He is motorizing the elevator and fitting it for operation on the current wheat crop.

Wagoner, Okla.—Muskogee Mill & Elvtr. Co. has recently installed a 15-ton 9 x 30 ft. truck scale at its local plant, and has also bot a building here of 30,000-bu. capacity for oats storage.—J. C. Bower, Muskogee Mill & Elvtr. Co.

Enid, Okla.—Charles Grossman continues as superintendent at the 2,000,000-bu. concrete terminal elevator recently leased to the Union Equity Exchange by the FCA. The elevator was formerly the Farmers National Grain Corp. plant.

Nardin, Okla.—A new office has been built by the Clyde Co-operative Ass'n, and a 20-ton Howe Truck Scale with 34-ft. platform has been installed. All open motors in the company's elevator have been replaced with totally inclosed motors.

Vici, Okla.—The Farmers Co-operative Ass'n has installed big new scales of 10-ton capacity and a new arrangement of the office is being made. The big sheet iron warehouse has been torn down and this space is to be used for a parking space for trucks.

Marshall, Okla.—The Farmers Elvtr. Co. has sold the south elevator to E. R. Humphrey Co. of Enid. E. J. Clark will remain as manager for the new owners. The elevator is being repaired and will be ready for business at the beginning of the movement of the new wheat.

Laverne, Okla.—The General Grain Co. has sold its elevators in this part of the country to Feuquay Grain Co. of Enid, Karl Couch, manager of the company's local elevator, announced. The transfer includes elevators at Laverne, Rosston, Gate, Knowles, Forgarn, Beaver, May and Dunlap. Mr. Couch will continue to operate the local plant.

Selman, Okla.—The elevator and other buildings owned by the defunct Selman Co-operative Grain & Supply Ass'n were sold recently to Fred Casterline of Dodge City, by the owner, Philip Yauck. Repairs on the machinery and building are being made and the plant will be open for business as soon as the improvements are completed.

Redrock, Okla.—The Farmers Union Co-operative Exchange recently built a feed grinding and mixing unit to its elevator. This is housed in a separate building designed for the purpose, of frame, iron-clad construction. Machinery includes a hammer grinder and a feed mixer, the former being set in the basement to be fed directly from the dump.

Kremlin, Okla.—The Farmers Elvtr. Co. has just completed the erection of a 75,000-bu. reinforced concrete elevator equipped with overhead electric Kewanee Dump with 5 h.p. Fairbanks-Morse Motor, Richardson Automatic Scale, Ehksam Head Drive, 20 h.p. Fairbanks-Morse Motor, steel leg, etc. The A. F. Roberts Construction Co. were the contractors.

Thomas, Okla.—C. A. Ray is proprietor of the Thomas Grain Co., which has leased the three local elevators of the Farmers National Grain Corp. from the Farm Credit Administration and opened for business June 1. These federal bonded warehouses include one with 12,500 bus. of space, another with 50,000 bus. of space on the Frisco railroad, and one elevator with 12,500 bus. of space on the Santa Fe.

Aline, Okla.—Practically completed is the 15,000-bu. studded iron-clad elevator being built by A. F. Roberts Construction Co. for the Farmers Co-operative Exchange of Carmen. The elevator's equipment includes a Hall Distributor, Calumet Cups, an Ehksam Head Drive with 10 h.p. Fairbanks-Morse Inclosed Motor, a General Mill Equipment Co. Overhead Lift with 3 h.p. totally inclosed motor, and a Richardson Automatic Scale. The office is apart from the elevator.

Mountain View, Okla.—Leon White, a five year old youngster, fell from a ladder at the Farmers Co-operative Elevator recently, later dying as a result of the accident.—Elevators are a poor place for youngsters to go about unattended.

Mulhall, Okla.—C. B. Martin Elvtr. Co. has just completed a 20,000-bu. wood iron-clad elevator equipped with Richardson Automatic Scale, Fairbanks-Morse 15-h.p. motor, Ehksam Head Drive, etc. The A. F. Roberts Construction Co. had the contract. The plant replaces the elevator burned Feb. 27.

Hobart, Okla.—Work on the new 20,000-bu. cribbed, iron-clad elevator of the Farmers Co-operative Ass'n, which replaces an old, now dismantled house, is nearly completed. The elevator features Ehksam machinery, a 10-bu. Richardson Automatic Scale, elevating capacity for 3,000 bus. per hour, a 5 h.p. Kewanee Overhead Truck Lift, Fairbanks-Morse Enclosed Motors, a ventilating system on the leg head, a concrete driveway floor, and a seed cleaning and treating house that will leave no excuse for any farmer to plant smutty seed wheat. Sid Barnes, formerly with the Chick-o'-line Mills for 10 years, is manager of the company. Tom Curless is doing the building and rushing the plant thru to completion in time for harvest.

## PENNSYLVANIA

Wilkes Barre, Pa.—An addition was recently built to the plant of the Penn Flour & Feed Co., owned by Frank Ottensman.

## PACIFIC NORTHWEST

Carlton, Ore.—J. J. Denson has sold his feed store and elevator business and warehouse to Clarence Bernard and Myron Madsen, both local men.

Staley (Pullman p.o.), Wash.—A 58,000-bu. capacity elevator has been completed here for the Staley Warehouse Co. of Pullman. W. J. Morrell was the contractor.

Saint John, Wash.—The handling capacity of the Saint John Grain Growers, Inc., Co.'s concrete elevator was doubled by the recent installation of new scales and Calumet Buckets. W. J. Morrell had the contract.

Lamona (Odessa p.o.), Wash.—The Odessa Union Warehouse Co. is making improvements at its bulking elevator. A new scale is being put in, the pit is being enlarged, a hydraulic hoist is being installed and a new office is being built.

Emmett, Ida.—The Emmett Feed Mills has leased a room near the Penny building and will put in a modern seed and feed store. Grinding, cleaning and other heavy business will be handled from their warehouse at Park and McKinley.

Spokane, Wash.—The Pacific Northwest Grain Dealers Ass'n has admitted into membership the following firms: Robinson Warehouse Co., V. H. Robinson, Mgr., Pomeroy, Wash., and Gifford-Summit Warehouse & Commission Co., K. L. Summers, mgr., Lenore, Ida.—Ted Brasch, sec'y.

Revere, Wash.—The new 68,000-bu. grain elevator for the Sprague Grain Growers, Inc., and the Lamont Grain Growers, Inc., under course of construction for several weeks, has been completed. This is a cribbed sheet-iron covered structure, equipped with two legs and capable of handling 3,000 bus. per hour, with scales and Winter Air Truck Dump, and all roller bearings thruout. W. J. Morrell was the contractor.

Kennewick, Wash.—Fire destroyed the Pillsbury Flour Co. mills here early May 30, with complete loss of several thousand bus. of wheat and a structure valued at upwards of \$25,000. Fire is believed to have started under the warehouse section, and fanned by the high wind, it was completely out of control when discovered. The Pillsbury company purchased the mill a year ago from the Kennewick Mill Co. and used it for storage.—F. K. H.

Schreck Siding (Hay, p. o.), Wash.—The LaCrosse Grain Growers, Inc., purchased from Filan Bros. & Co. their 60,000 bu. elevator at Schreck Siding, and will build in connection an additional flat warehouse to take care of members delivering to that siding sacked wheat. The warehouse will be constructed so it can be changed for bulk handling later. This gives the Grain Growers 130,000 bus. bulk storage with the elevator and mill storage at LaCrosse, and that capacity can be enlarged as needed.

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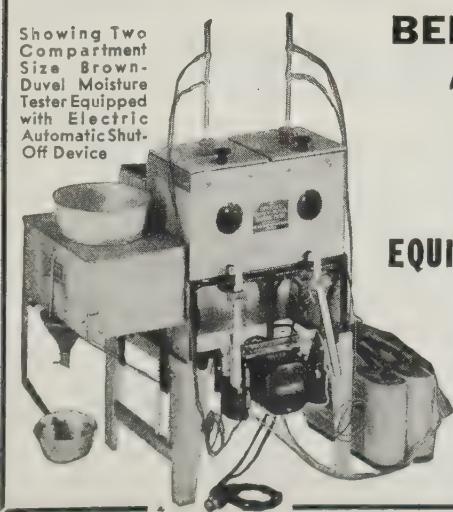
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# The GRAIN DEALERS JOURNAL

Hoquiam, Wash.—Grays Harbor is looking forward to a busy and profitable season from its infant pilchard industry this year. Last year there was only one pilchard plant located here. This year six plants will operate, five in Hoquiam, with several others projected for possible building before the pilchard fishing season opens in July. Monterey, center of California's pilchard fishing business, has sixteen of these plants. The two principal products turned out by pilchard plants are fish oil and fish meal.

Fenn, Ida.—Work on the 125,000-bu. elevator being built by T. E. Robinson Co. is progressing rapidly. The structure is being built on the foundation of the Tom Wren warehouse, which burned to the ground about 10 years ago. Charles Hansen is the contractor. George S. Downer has taken over the management of the T. E. Robinson warehouse at Grangeville, assuming his duties May 1, and will be in charge of both the Fenn and Grangeville warehouses. He was formerly, for many years, manager of the Union Warehouse & Supply Co.

Kendrick, Ida.—Work has started on the rebuilding of the 120,000-bu. concrete elevator for the Lewiston Grain Growers, Inc., partially destroyed by fire a few years ago. Lewiston Grain Growers purchased the plant recently and awarded the remodeling and improvement contract to W. J. Morrell for a complete new top cupola roof, entire new machinery thruout, and a 20-ton receiving scale, 10-bu. Richardson Scales for shipping, air hoist and anti-friction bearings thruout. The machinery equipment is by R. R. Howell & Co. All work will be completed by July 1. J. W. Shepard, manager of the grain company, stated the project eventually will include the addition of 120,000-bu. bulk space and a corrugated galvanized warehouse at a cost of \$20,000. He announced the company would begin handling bulk grain at the Kendrick elevator this season, following completion in July of the work now being done.

## SOUTH DAKOTA

Hammer, S. D.—The Farmers Mill & Elvtr. Co. property was damaged in a recent windstorm.

Bruce, S. D.—Martin Hanson of Sinai has succeeded R. H. Jones as manager of the Farmers Co-operative Co.

Arlington, S. D.—J. A. Ecklein, manager of the Farmers Elvtr. Co., was elected mayor at the recent city election.

McLaughlin, S. D.—W. E. Kurle, manager of the McLaughlin Equity Exchange, Inc., has been elected mayor of this place.

Ree Heights, S. D.—Elzie Million, manager of the National Atlas elevator here for nearly two years, has been transferred to Felton, Minn., where he will have a similar position.

Rapid City, S. D.—The McMahon Co. is having two of its grain bins at the local elevator re-lined by the T. E. Ibberson Co. in order that grains may be kept more pure for seed purposes. —McMahon Co.

Frederick, S. D.—The Frederick Equity Exchange Co. recently filed suit in circuit court at Aberdeen to recover on the bond of Olaf Anderson, former manager of the grain company, claiming he misappropriated \$3,054.

Sioux Falls, S. D.—S. A. Burke, pres. of the bankrupt Burke Grain Co. of Sioux Falls, was fined \$1,000 in federal court May 25 when he entered a plea of nolo contendere to an information alleging the Burke firm failed properly to keep accounts separated, used funds for purposes other than stipulated and continued in operation longer than its registration permitted under the C. E. A.

Brookings, S. D.—A new elevator in Brookings, work on which will start about the last of June, is being launched by George P. Sexauer & Son. The new elevator, according to Elmer H. Sexauer, will approximately double the firm's present storage space. It will be 30 x 30 ft. and 45 ft. high. It will be ready for use this fall. It will be connected with the present elevator by a conveyor and all receiving of grain will be handled by the present equipment.

## SOUTHEAST

Rosman, N. C.—Fire recently destroyed the R. S. Winchester grist mill, one of three unit mills operated by Mr. Winchester in a two-story wooden structure. Damage resulting is estimated at \$5,000, with no insurance.

Atlanta, Ga.—Lewis D. Hoppe, 71, pres. of the Atlanta Flour & Grain Co., died May 14 in Largo, Fla. Mr. Hoppe had been in business here over 50 years.

## TENNESSEE

Nashville, Tenn.—Caswell E. Rose Co. reported windstorm damages sustained on May 23.

## TEXAS

Foard City, Tex.—The Farmers Co-operative Elvtr. Ass'n recently bot of the Dillon Scale Repair Co. a 15-ton 34 x 9 ft. scale.

Booker, Tex.—Engle Bros. of Shattuck, Okla., is remodeling its elevator, formerly owned by the Great West Mill & Elvtr. Co. of Amarillo, Tex.

Crowell, Tex.—Foard County Mill recently installed a new 20-ton scale, 34 x 9 ft. platform, with weightograph, bot of the Dillon Scale Repair Co.

Crowell, Tex.—The Farmers Co-operative Elvtr. Ass'n recently installed a new 15-ton 34 x 9 ft. scale with weightograph, purchased from the Dillon Scale Repair Co.

Fort Worth, Tex.—After 24 years of serving the grain trade as a broker in Fort Worth, G. E. Blewett, sec'y-treas. of the Texas Grain & Feed Dealers Ass'n, has discontinued this business and is now devoting his entire time and effort to the ass'n's work in his official capacity.

Hereford, Tex.—The Fraser Oil & Grain Co. recently improved its plant by adding a new leg; two dust collectors; one 2,000 bu. capacity grain cleaner; an electric moisture tester; an Emerson Dockage Tester, and a No. 40 Improved Boemer Weight per bu. apparatus.—Fraser Oil & Grain Co.

Amarillo, Tex.—Effective June 1, the Producers Grain Corp. took over the properties of the Farmers National Grain Corp. here under lease. The new company was organized by 38 farmers' co-operative ass'n's in the Panhandle of Texas and in Roosevelt and Curry Counties, New Mexico. L. T. Mayhue is pres. of the new organization; C. W. E. Bergner is first vice-pres.; R. O. McKenna, formerly of Kansas City, is general manager; J. Frank Triplett is assistant manager; C. M. Newberry is treas. C. F. Smith continues as superintendent of the terminal elevator.

Amarillo, Tex.—A handsome new building of flat-roofed, face brick construction has just been completed to house the grain inspection department and protein laboratory of the Amarillo Grain Exchange. It has four rooms, a large customers' room, a large grain inspection room, a large protein laboratory and a private office for the chief grain inspector, Claude Goodnight. Special provision for weighing protein samples is provided in a draft-free space in the protein laboratory, protected from the laboratory itself with sliding windows. The inspection department and protein laboratory moved into the new quarters officially May 29-30, and scheduled a grain grading school to be held in it on June 3 and 4, so that country dealers could get acquainted with the new facilities for handling their inspections.

Booker, Tex.—The Booker Equity has installed an electric car mover.

Sherman, Tex.—Negotiations have been completed for the sale of the 2,000-bbl. Fant Milling Co., subsidiary of the Tex-O-Kan Flour Mills Co., Dallas, to James A. Fant and other members of the Fant family, Ferdinand Moore and H. B. Herd family and estate. Transfer was effective May 31. James Fant has been general manager of the Fant Milling Co. for the past five years, succeeding his father, E. T. Fant, who retired from active business at that time. The mill has a concrete elevator capacity of about 750,000 bus. Mr. Moore was formerly connected with the Burrus Mill & Elvtr. Co., another Tex-O-Kan subsidiary, at Fort Worth, but retired a number of years ago because of ill health.

## WISCONSIN

Baldwin, Wis.—George F. Nyeggen recently installed a new grain cleaner at his elevator.

Lancaster, Wis.—Wm. C. Kaap has opened a feed business to be called City Feed & Produce.

Forest Junction, Wis.—Krueger Bros. are installing a Hall Signaling Grain Distributor in their plant.

Chippewa Falls, Wis.—The Zutter Elvtr. Co. recently installed a new grain cleaner at its local elevator.

Columbus, Wis.—Ed. Martin has purchased the interest of T. W. Black in the Dering Feed Co. and will devote all his time hereafter to the feed business.

New Richmond, Wis.—The New Richmond Roller Mills has installed six Puritan Cereal Puffing machines, purchased from and installed by the Puritan Mfg. Co.

## MILWAUKEE LETTER

Spaulding Ruege, 45, associated with the Taylor & Bourne Grain Co., Milwaukee, before his illness, died recently.

The rate of interest for the month of June, 1938, has been determined by the Finance Committee of the Grain & Stock Exchange at 5%.

In his "History of the Grain & Stock Exchange" its secretary, H. A. Plumb, recounts the numerous instances in which the Exchange has come to the aid of the unfortunate, from the time of the Chicago fire in 1871 to the Florida and Puerto Rico hurricane of 1928.

The new concrete and glass white corn mill of the Charles A. Krause Milling Co., which has risen on the wreckage of the structure destroyed in an explosion a year ago, went into operation May 1. Safety has taken first place in consideration in the erection and equipment of this new plant.

Milwaukee, Wis.—M. W. Thatcher, Jr., has been elected a member of the Grain & Stock Exchange. This marks a change in the Froedtert Grain & Malting Co.'s barley buying staff. Mr. Thatcher, formerly with the Bunge Elvtr. Corporation at Minneapolis, coming to Milwaukee to replace A. E. Bush in that capacity. Mr. Bush has resigned his position, which he has held several years with the Malting company, to engage in the general grain business in his own name. His office will be in the Grain & Stock Exchange building.

**"RANDOLPH"**  
**OIL-ELECTRIC GRAIN DRIER**

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

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## Grain Carriers

**Ottawa, Ont.**—Steamship companies are opposing the bill in parliament making small steamship companies common carriers.

**Montreal, Que.**—More than 30 steamers were reported waiting May 28 for cargoes of corn at this port, a record number.

**Minnesota railroads** have been granted permission to increase rates 5 per cent on grain and some other commodities within the state.

To put the trucks out of business Queensland, Australia, raised the license on one-ton trucks to \$1,150 and on 5-ton trucks to nearly \$5,000, annually.

Cars loaded with grain and grain products during the week ended May 21 totaled 32,160, against 25,705 during the like week of 1937, as reported by the Ass'n of American Railroads.

Grain rates from central and western Nebraska to northern Colorado and eastern Wyoming would be restored to those that expired Apr. 30 under a request by the Burlington and Union Pacific asking the I. C. C. to modify its order in No. 17,000.

Meetings of shippers' advisory boards will be held June 15 by the Trans-Missouri-Kansas Board at Wichita; June 16 by the Allegheny Board at Youngstown; June 21 by the Pacific N-W Board at Seattle, and June 24 by the Pacific Coast Board at San Francisco.

The Nebraska Railway Commission has filed a petition with the Interstate Commerce Commission asking for suspension of increased rates on carload shipments of grain and grain products from Missouri river points east, scheduled to go into effect June 10, a date fixed by the carriers.

Action on the Pettengill bill freeing the railroads from the long and short haul clause is being delayed until after the administration's legislative program is out of the way. The bill has passed the House and has been favorably recommended by a vote of 17 to 3 by the Senate interstate commerce com'ite.

The Illinois Commerce Commission has suspended proposed rules, charges, regulations, and practices relating to the furnishing and installation of grain doors or lumber for the protection of carload shipments of grain, grain products, seeds, and other articles taking same rates, published to become effective June 1 until Sept. 29.

**Stockton, Cal.**—A ruling is expected before July 1 by the U. S. Maritime Commission on the request by Central California shippers that the European conference of steamship lines place the port of Stockton on a parity with other Pacific Coast ports. Stockton's inland location saves a rail haul of 80 miles to San Francisco Bay, equal to 60c to \$1.50 per ton.

**Buffalo, N. Y.**—A boycott against Canadian lake vessel cargoes moving into Buffalo is threatened by Local 1286 of the Grain Elevator Employes' Union which is preparing to protest actively against the 6-cent preferential tariff added to the regular rate on Canadian grain moving thru Buffalo other than a Canadian port for import into the United Kingdom.—G. E. T.

**Tacoma, Wash.**—The State Department of Public Service recently heard the complaint by the Tacoma Chamber of Commerce and the North Pacific Millers Ass'n against transit rules. Under the present rules grain cannot be stored in Tacoma elevators and switched free to Tacoma mills, altho it can be stored in Seattle, Vancouver or Portland and delivered to Tacoma mills without additional charge.

With wage rates at the highest levels in history, and "full crew" laws and agreements in effect in many states which require the employment of more men on trains and in yards than are actually necessary, many a train has to be taken out of service because it loses money, when it would make money—or at least break even—if wages were reduced or working conditions were less onerous. Shops have to be shut down and maintenance crews laid off—and one of the primary causes is high wage rates insisted upon by union leadership.—*Railway Age*.

**Buffalo, N. Y.**—Because of a shortage of barges in Buffalo to carry grain down the Barge canal to the seaboard for export, most grain moving over the American route is being loaded at the Oswego terminus of the canal. The sudden rush of the grain laden vessels to Oswego was attributed by Buffalo grain men to the large barge fleets carrying crushed stone to Syracuse. The barges make the short trip from Syracuse after unloading stone and carry grain back to New York City at 2½ cents a bushel. The canal rate from Buffalo has been 3 cents.—G. E. T.

Abolition of land grant rates was urged by John B. Keeler, of Pittsburgh, chairman of the legislative com'ite of the National Industrial Traffic League, when he appeared June 1 before the House Interstate and Foreign Commerce Com'ite. As the government usually purchases its supplies where it can get the cheapest delivered cost, a bidder located on a non-land grant road is at a serious disadvantage as compared with a producer located on a land grant road, stated Mr. Keeler. If the shipper located on a non-land grant road wants to get any of the government business, he must absorb the difference between the normal or standard rate from his shipping point and the reduced land grant rate of his competitor located on a land grant road.

Reduced rates on grain to Atlantic seaboard ports were considered June 2 at a conference between shippers and the Central Freight Ass'n in the Union Depot at Chicago. The proposal involves reducing the export rate on wheat, corn, oats, rye and barley originating in 110 per cent central Illinois points from 34 cents to 24 cents per 100 pounds to Baltimore with proportionate reductions from other originating areas. Following the conference the Central Freight Ass'n recommended that the Traffic Executive Ass'n of the eastern railroads establish a proportional rate of 16 cents on various grains from Chicago to Baltimore for export. Where rates from Illinois common points are now 12 cents to Chicago, the new export rate from such common points to Baltimore would be 28 cents. The Traffic Executive Ass'n will meet at Chicago June 13.

### Castor Plant Not Deadly to Grasshoppers

Recent experiments at the University of Nebraska college of agriculture show little or no evidence that the eating of the leaves of castor beans will kill grasshoppers.

Many inquiries have been received at the college regarding the planting of castor beans as a grasshopper control measure. They were chiefly the result of reports from Atchison, Kansas, that grasshoppers in tests there fed freely on the leaves and stalks of castor bean plants and apparently were killed in large numbers from the effects. These tests led Prof. Raymond Roberts of the entomology department to conduct laboratory experiments with caged grasshoppers and greenhouse grown castor bean plants at Lincoln. His work failed to show any value of the castor bean foliage as a protection against grasshopper attacks.

All of the species of the most common destructive grasshoppers were included in the Nebraska tests as well as a less common species, the large bird grasshopper.

### Equal Rights for Railways

A program based on the principle of "equal rights for all and special privileges for none" to help solve the railroad problem was proposed recently by Congressman Samuel B. Pettengill of Indiana in an address before the New York Railroad Club. Mr. Pettengill outlined his program as follows:

"Stop government competition. Sell the Federal Barge Line. If it is one-half as good as Major General Ashburn says it is, buyers should be warned not to crowd.

"Stop subsidizing their competitors—at railroad expense. Stop taxing them to build highways, airports or barge lines.

"Pass the Pettengill long-and-short haul bill, already passed twice by the House by large majorities and now on the Senate calendar. The only argument against it is to keep the railroads in handcuffs for the benefit of their competitors. Apply the long-and-short-haul rule to all transportation agencies or none.

"Restore railroad management to its constitutional freedom in strictly management problems. Whether government officials or private citizens manage the roads, the decision must still be made by human beings. There are some good men in Washington but no gods.

"The mere adoption of this old-fashioned program of 'equal rights for all, special privileges to none' in my judgment would in itself revive the courage that built not only the roads but America. It would make the pulse beat in every vein and artery of the nation. It would do more than any possible pump-priming, court-packing, or government reorganization to rebuild our lost prosperity. If we clear the track for the iron horse we set the signal for America."

### Excessive Charge for 'Installing' Grain Doors

Elevator superintendents testified before Examiner Burton Fuller of the Interstate Commerce Commission at St. Louis that one man could cooper an average of 4 cars per hour, or 32 cars in an eight-hour day, for which the laborer would receive 60c per hour or \$4.80. If these cars were all used in cross-town service, the railroads would receive a total of \$79.36 for installing these doors, the labor for which cost only \$4.80.

A representative of the Western Railway and Inspection Buro claimed one man could equip only 14 cars in one day. Even this yields \$34.72 at the rate charged.

The carriers at present assess a charge of \$2.48 per car for installing the doors on cross-town movements, while contemporaneously charging only 66c for installing temporary doors when the movement is a road haul shipment. This charge applies to all terminal elevators in the west.

Where the labor of installing the grain doors is performed by the shipper or elevator, the carriers assess a rental charge of 17c per door for the temporary doors.

As the number of grain doors applied to each car ranges from 10 to 12, the rental charge for the doors is very close to \$2 per car. On road haul movements, where the labor is performed by the elevator (country or terminal), the railroads furnish the temporary grain doors gratis, and make no charge for reclaiming the doors or for the rental.

Altho the St. Louis Merchants Exchange is complainant all the terminal markets are interested.

A. T. Sindel, traffic commissioner of the Merchants Exchange has as witnesses Clarence Sears, Harry Depew, and John Hawkins, elevator superintendents, and the following executives of grain elevator and milling companies: Julius Mayer, H. E. Halliday, W. T. Brookings, A. T. Leonhardt, and A. W. Abraham and others.

# Field Seeds

**San Antonio, Tex.**—Geo. Huth, manager of the Huth Seed Co., died Apr. 19. His sons and widow are continuing the business.

**Albany, Ga.**—V. R. Bush & Co. have completed their new one-story brick warehouse, 103 by 40 ft., with rail and truck delivery facilities.

**Prescott, Wis.**—The Jacques Seed Co. has been incorporated with 500 shares of stock of no par value, by Kermit Greenly, and Elizabeth and W. H. Jacques.

**Washington, D. C.**—The com'ite on agriculture has postponed until January action on the seed bill, H. R. 9846, to control the interstate movement of seeds.

**Davenport, Ia.**—The Scott County Seed Improvement Ass'n has been incorporated with \$19,000 capital stock. The officers are Detlef Ihms, Eldridge, pres.; Jas. Holst, Davenport, vice pres.; Herbert Schneckloth, Davenport, sec'y, and Albert Schneckloth, treas.

**Carson City, Mich.**—The Rockafellow Grain & Seed Co. has installed a seed treating machine for the convenience of farmers. The grain is dumped, elevated, cleaned and treated with the disinfecting powder. The charge for the service is nominal, and many farmers are making use of it.

**Moscow, Ida.**—Palouse country farmers, in an attempt to turn a noxious weed pest to financial advantage and at the same time reduce the strain on the seed pea market, now at low ebb, have planted more than 5,000 acres of mustard. The acreage has been contracted to the McDonald Seed Co. which, if production is successful, plans erection of a processing plant for manufacture of table mustard and oils.—F. K. H.

**Imperial, Cal.**—Leo Turner is installing a seed cleaning machine to increase his capacity 50 per cent. He specializes in Bermuda seed, of which he has 700 acres of his own, and handles 385 acres for others, and 1,000 acres of other seeds. During the peak of the season Mr. Turner employs 25 to 30 men and operates two threshers and 6 tractors. For the coming season he has contracted with Cuff-Archias for 1,200 to 1,500 acres.

**Salem, Ore.**—Preparing to enforce the new state seed law the state department of agriculture reports that out of 114 lots of seed tested 52 were mislabeled in regard to the presence of noxious weed seeds. Thirty-six out of 64 lots were mislabeled as to germination. Those vendors who receive their seed from wholesale distributing firms are held jointly responsible with the firms for correct labeling, department officials said. All seeds, other than those certified, must carry labels on which ten different items are required by law. Violations of these provisions in recent weeks have caused the state department of agriculture to issue warnings and active prosecution is expected to begin soon.

## Directory Grass & Field Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.

**GREEN SPRINGS, OHIO**  
The O & M Seed Co., seed merchants.

**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.

**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

**Ringsted, Ia.**—The Co-op. Grain & Products Co. has placed an order with R. R. Howell & Co. for a Seed Cleaner.

## Pacific States Seedsmen in Annual Convention

**Portland, Ore.**—Not only were there a greater number present at the 13th annual convention of the Pacific States Seedsmen's Ass'n, than at any of the previous conventions, but there was also a larger number of exhibits on every floor of the Benson Hotel, convention headquarters.

Following the warm welcome of City Attorney Burns of Portland and the hope that they might have a most successful gathering, Lester Morse made the response for the Association.

Minutes of the 12th annual convention were read and approved, and John Trullinger, chairman, introduced Pres. H. O. White, who gave a most interesting address.

The Secretary-Treasurer's report was given by E. E. Soderberg of Los Angeles, approved and filed. He presented names of 11 seed firms proposed for membership.

"Relation of Forage Improvement to the Seed Industry" was the subject of the initial address by H. A. Schoth, Agronomist U. S. Department of Agriculture, Corvallis, at the afternoon session.

Fred C. Trullinger of the Portland Seed Co. in his address on "Retail Advertising and Merchandising" as it pertains especially to the seed business, was replete with valuable suggestions.

"Bulb Industry of the Pacific Northwest" was the subject of a novelty address by Arthur Bowman of Arthur Bowman, Inc., Portland.

To C. A. Davenport of Michael-Leonard Seed Co., Ontario, was delegated the important subject of "Hybrid Corn."

The initial address of June 1st was given by W. B. Early, of the Aggeler & Mussler Seed Co. of Los Angeles, "Seed Legislation, Federal and State." He cautioned the seedsmen on the many changes bound to occur this year that would vitally affect their business.

"Flowers" was the large subject ably handled by Charles Morse of Ferry-Morse Seed Co., San Francisco.

A lengthy report was given by Alec Cellers of Buchanan-Cellers Grain Co., McMinnville. He is president of the Oregon. A similar report was given by John O. Knox of the Paramount Seed Co., Stockton, from the California Seed Council. These reports were followed by the usual forum.

"Advancement of Seed Testing" was ably handled by W. L. Goss, Bureau of Field Crops, Dept. of Agriculture, Sacramento.

"Garden Seed Growing in Idaho," by Carl Bowden of Northup, King & Co. of Boise, was the concluding address.

The convention closed with the usual banquet, with Rex Mason of C. M. Volkman & Co. as Toastmaster. Delegates were given various entertainment, including a visit to Lambert Gardens, Timberline Lodge, Hood River trip.

New officers include John O. Knox, pres.; William McDonald, vice-pres.; E. E. Soderberg, sec'y-treas., re-elected. Directors: Lawrence Haven, Santa Ana, Calif.; Charles

Morse, San Francisco; Ed Bergstrom, Portland; William McDonald, Santa Maria, Calif.—F.K.H.

## Illinois Seedsmen to Meet June 17

Urbana has been selected as the place for the first summer meeting of the Illinois Seed Dealers Ass'r June 17.

Pres. Earl G. Sieveking announces that the program will begin at 9:30 a. m. with an inspection of the Morrow plots demonstrating soil fertility and cropping practices.

At 11 o'clock grass and legume breeding experiments will be inspected. These include redtop, bluegrass, red clover, sweet clover and other crops of great interest to seedsmen.

At noon lunch will be served in the Agronomy building, South Farm.

At 1 o'clock a business meeting will be held, after which will be a tour of South Farm and inspection of small grain performance trials.

## Four-Day Program of American Seedsmen

For the 56th annual convention of the American Seed Trade Ass'n a lengthy program covering June 20 to 23 has been arranged at the Statler Hotel, Detroit, Mich.

Sunday afternoon, June 19, preliminary meetings will be held by the legislative and membership com'ites, and the National Garden Buro, and the special com'ite of which Floyd Bradley is chairman. The executive com'ite will meet at 8 p. m.

Monday, 9:30 a. m., Pres. Harry H. Hobbs will call the meeting to order and deliver an address, followed by the annual report of Sec'y C. E. Kendel. At 12:45 the Junior Seedsmen will meet at a luncheon in the English Room and at the same time the All-America Council will have a luncheon meeting in Parlor F. At 2 p. m. the Consolidated Growers and Merchandisers Group will hear an address by Dr. Theodore N. Beckman of Ohio State University on "Marketing Problems of the Seed Industry." At 4 p. m. the Hybrid Corn Group will meet in the English Room, while the com'ite on dockage meets in the parlor B. At 8 p. m. the Council of Regional and State Ass'n will meet.

Tuesday numerous com'ites will report. At 2 p. m. the Farm Seed Group will meet in the English Room.

Wednesday the membership com'ite and

## Seed Movement in May

Receipts and shipments of seeds at the various markets during May, compared with May, 1937, in bushels, except where otherwise indicated, were:

FLAXSEED			
Receipts	Shipments	1938	1937
Chicago	84,000	1,000	64,000
Duluth	717	723,251	10,964
Ft. William	145,544	82,037	37,567
Minneapolis	607,840	46,290	28,080
Superior	102	7,847	651,637
KAFIR AND MILO			
Galveston	43,500	42,991	...
Hutchinson	10,400	2,600	
Kansas City	47,600	103,200	67,200
CANE SEED			
Kansas City	5,600	2,800	...
CLOVER			
Chicago, lbs.	30,000	151,000	66,000
Milw'kee, lbs.	30,000	....	179,000
TIMOTHY			
Chicago, lbs.	91,000	698,000	208,000
Milw'kee, lbs.	36,295	....	289,000
SOYBEANS			
Chicago	587,000	167,000	273,000
St. Louis	41,600	8,000	11,200
Toledo	40,800	....	247,000

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

the National Garden Buro will report, followed at 12:30 p. m. by a trip to Oakview seed breeding station of Ferry-Morse Seed Co.

Thursday will be devoted to comitee reports and election of officers.

Entertainment will be provided for the ladies Monday and Tuesday; and the president's reception will be held Tuesday at 9 p. m.

## Crop Improvement

By C. ROBERT POMMER, St. Louis, pres. Missouri Seedmen's Ass'n, before Missouri Grain Dealers and Millers' Ass'n.

The grain trade and seed trade are very closely related and that more cooperation between the grain and seed dealers in this state would be highly desirable.

**Noxious Weeds.**—In 1928, under the leadership of the seed trade of this country, a survey was made of the weed problem by the agricultural department of the Chamber of Commerce of the United States. The weed tax was placed by this survey at \$3,000,000,000 per year, a staggering figure even now, ten years later, when we have learned a lot in the meantime about higher arithmetic. Much has been done. For many years the seed trade has borne the brunt of weed control by being subjected to laws in effect in practically all states of this union restricting the sale of seeds containing noxious weeds.

**State Seed Law.**—On Jan. 1 in our own state a new seed law also went into effect, and due to most capable administration its beneficial effects are already in evidence. The seed trade has spent millions of dollars for new cleaning equipment in the past decade and has thereby assumed the burden of a large share of the expenses to bring about more effective weed control and, in consequence, real agricultural betterment. A modern seed plant has now at its disposal such a variety of machines that it is possible to remove practically all noxious weeds.

But, even if it were possible to remove by machinery the very last noxious weed, the problem can never be solved by the seed trade alone. We hear from our own State Commissioner of Agriculture, for instance, that hundreds of tons

of Mississippi hay were shipped this year to Southeastern Missouri, all containing a great deal of Johnson grass seed. This hay is usually fed in open racks and, consequently, the Johnson grass has been widely distributed. He further informs us that cheap mixed feeds carry a great many noxious weeds. Therefore, the initial attack on noxious weeds should be right on the farm. Laws are being prepared now for effective eradication. We understand the state of Kansas is spending over \$750,000 to eradicate bind weed. Threshing operations should be rigidly regulated. Millions and millions of weed seeds can be taken out of circulation each year if threshermen were required to clean out the readily removable weed seeds and grind them beyond the power to germinate. I feel certain that within the next few years you will hear more and more about weed control, and active cooperation on your part should eventually bring big returns.

**Improved Varieties.**—A second point of vital interest for the betterment of agricultural conditions is the selection and improvement of varieties. In that respect, the seed industry resembles a great deal the chemical industry, which is constantly in search for new substances to improve the quality of manufactured goods and thereby to increase the comfort and standards of living of our civilization. While in this country a great deal of the experimental work, especially in connection with farm and vegetable seeds is done by agricultural experiment stations, it is the seedsmen's task to bring these new varieties into commercial channels by arranging for the production, distribution and, in many cases, for even further improvement.

A modern seed house finds it necessary to have its own trial grounds, something that used to be found only in connection with work done at universities. Seedsmen on these trial grounds not only check such varieties that are in present commercial use but carry on breeding work of their own, and in many cases have shown remarkable results.

**Hybrid Corn.**—One of the outstanding examples of the work being done for the improvement of an all important crop, thru cooperation of experiment stations and the seed trade, is the case of hybrid corn. While the experiment stations worked out for many years the principles of producing suitable inbreds and combinations, seedsmen have made hybrid corn available to the farmer. Judging by the tremendous volume that is being sold now each year in a number of states, especially in Illinois, it appears to be beyond doubt that hybrid seed corn will replace to a great extent open pollinated corn. Planting of adapted hybrid strains is affording many benefits; namely, higher yields per acre; greater resistance to drouth damage, due to a superior root system; greater wind resistance; uniformity, making it especially desirable for machine picking, and even chinch bug resistance.

While the state of Missouri up to this time has been held back in its breeding work, due to the severe drouth experienced in 1934 and 1936, I am glad to report that work is now actively progressing, and by the spring of 1939 fairly good sized quantities of Missouri grown hybrid corn, adapted to Missouri conditions, should be available.

There is no doubt that similar improvement that has been accomplished in the case of corn, eventually can be extended to wheat and any other major agricultural products.

In the line of garden seeds, such improvements are carried on constantly, developing disease resistant varieties of vegetables, disease resistant varieties of flower seeds, and we hear that seedsmen are now breeding new varieties of vegetables, especially adapted to the quick freezing industry.

Endless appear the tasks ahead of us and may I close with the following quotation: "Any one able to make two blades of grass grow where one only could be grown before, or make one blade of grass grow where nothing could be grown before, is a greater economist and

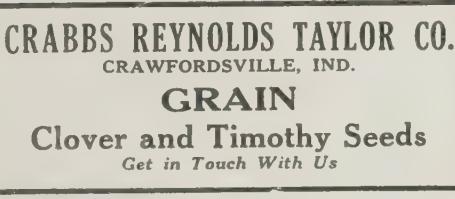
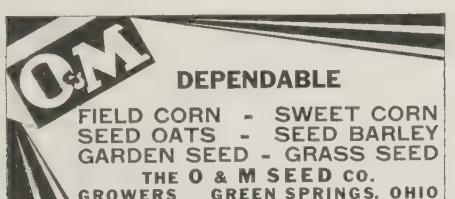
humanitarian than any politician, statesman, president, king or emperor or dictator. He would go down in history to everlasting fame and undying renown as the greatest of all men. A benefactor to humanity and society by such work would lay the only real foundation stone to the peace of the world and fraternal friendship among peoples as the salvation of all economic problems."

**The Commodity Credit Corporation** reported it had lent \$20,800,342 on 42,957,463 bushels of corn thru May 26. The number of bushels on which loans were made by states were: Colorado, 2,327; Illinois, 7,538,009; Indiana, 1,022,124; Iowa, 24,897,079; Kansas, 25,377; Minnesota, 3,623,206; Missouri, 1,394,945; Nebraska, 1,366,545; Ohio, 92,720; South Dakota, 1,170,928, and Wisconsin, 4,203. The average amount loaned per bu. has been 48.42 cents, determined on a basis of 50c a bu. of 2.5 cubic feet of ear corn testing up to 14.5 per cent moisture.

## Imports of Forage Plant Seeds

Imports of forage plant seeds during May and during the 11 months ended May 31, compared with the like periods of 1937, as reported by the Bureau of Plant Industry, have been as follows, in pounds:

	May		11 mos. ended May 31	
	1938	1937	1938	1937
Alfalfa .....	40,300	249,100	4,589,000	3,572,600
Bluegrass,				
Canada .....	9,800		180,800	120,400
Kentucky .....				100
Brome,				
smooth ....	51,000	53,300	934,800	716,100
Clover, alsike .....	2,700	70,200	909,800	3,121,700
crimson ...	53,800	98,600	2,226,400	5,519,600
Clover, red .....	63,300	350,200	8,465,700	13,817,500
Clover, white .....	8,800	264,300	2,268,000	1,893,300
Fescue,				
meadow .....			2,400	2,600
Grass,				
orchard .....	48,800		188,100	1,860,900
Millet, fox-tail .....			13,300	758,400
Mixtures,				
alsike and timothy .....			118,500	118,400
Mixtures,				
clover .....				14,100
Mixtures,				
grass .....			7,300	18,700
Rape, winter .....	220,800	50,500	4,604,500	7,495,100
Ryegrass,				
Italian .....	2,800		1,197,100	38,800
Ryegrass,				
perennial .....	5,600	83,900	1,242,900	849,900
Timothy .....	700	700	3,700	105,200
Vetch,				
common .....	21,800	22,000	2,391,500	257,900
Vetch,				
hairy .....	510,400	258,100	5,936,200	2,795,600
Vetch,				
Hungarian .....			284,200	
Bentgrass .....	2,400	1,000	23,300	21,200
Bluegrass,				
annual .....	3,800	900	6,000	5,300
rough .....			23,600	797,800
Bluegrass,				
wood .....			5,100	2,600
Bromegrass .....				4,800
Clover,				
suckling .....			2,200	28,300
Dogtail,				
crested .....			24,500	12,700
Fescue,				
Chewings .....	11,200	32,700	1,147,600	1,121,100
Fescue,				
other .....	25,200	36,000	189,400	111,200
Grass, carpet .....	500		700	1,000
Grass, Dallis .....	6,700	11,300	108,100	60,800
Grass, Guinea .....	400		2,400	1,500
Grass,				
molasses .....	9,000		28,100	2,200
Grass, rescue .....			3,400	1,700
Grass, Rhodes .....	3,400	14,800	57,300	29,400
Grass, velvet .....		1,900	4,400	20,100
Medick, black .....			43,000	26,800
Mixtures,				
grass .....			4,200	2,500
Oatgrass,				
tall .....			200	12,800
Sweetclover,				
white .....	276,600	38,300	6,949,900	4,542,900
yellow .....	215,000	34,600	2,451,200	965,000
Wheatgrass,				
crested .....	300	9,800	103,300	167,300
Wheatgrass,				
slender .....	400	13,700	33,300	144,200
Yarrow,				
common .....			300	1,600



# Feedstuffs

**Chicago, Ill.**—Resolutions expressing their appreciation of the services of retiring Sec'y L. F. Brown recently were adopted by the directors of the Mineral Feed Manufacturers Ass'n.

When grass from which the juice has been extracted by a process involving passage through rollers was included in the winter rations of 16 Shorthorn cows there was an increase of carotene content of the milk. No other changes of statistical significance were observed. No effect was produced by administering small amounts of a concentrate prepared from the juice, according to F. E. Moon, J. H. Faulder and B. Thomas in the J. Soc. Chem. Indust.

## Feed Manufacturers Are Meeting at French Lick

Leading speakers at the 30th annual convention of the American Feed Manufacturers Ass'n, June 9 and 10, at French Lick Springs Hotel, French Lick, Ind., are Geo. H. Marsh, pres. of the Ass'n of Feed Control Officials, on "Feed Manufacturing and Control"; Dr. E. B. Hart, University of Wisconsin, on "New Ideas in Dairy Nutrition"; Sidney A. Edwards, Cleveland, O., on "Seventh World's Poultry Congress and Exposition," and Dr. L. C. Norris, Ithaca, N. Y., on "New Ideas in Poultry Nutrition."

## Production of Linseed Cake

Production of linseed cake and meal this season has been substantially greater than that of a year ago, reflecting the increased crushings of flaxseed, with the output July through March totaling 406,400 tons against 375,600 tons a year earlier. Crushings this season included a greater proportion of domestic seed since imports of flaxseed were somewhat smaller than a year ago. Export inquiry for American linseed cake and meal continued active and from July through March amounted to 232,500 tons compared with 174,500 tons last year. These heavier exports left smaller quantities available for domestic markets, and domestic disappearance for the period totaled 177,600 tons as compared with 219,500 tons a year earlier.—U.S.D.A.

## Feedstuffs Movement in May

Receipts and shipments of feedstuffs at the various markets during May, compared with May, 1937, in tons, were:

	Receipts 1938	Shipments 1937	Receipts 1938	Shipments 1937
Baltimore	5,072	4,938	....	....
Boston	685	819	....	....
Chicago	10,647	8,509	39,494	35,772
Kansas City	6,625	8,550	27,625	26,675
Milwaukee	360	400	3,640	2,040
Minneapolis	1,121	2,054	27,401	24,955
Peoria	11,200	11,880	12,280	13,717
Millfeed.				

## Hay Movement in May

Receipts and shipments of hay at the various markets during May, compared with May, 1937, in tons, were:

	Receipts 1938	Shipments 1937	Receipts 1938	Shipments 1937
Baltimore	....	443	....	....
Boston	561	638	....	....
Chicago	739	2,780	30	1,342
Kansas City	612	1,044	144	588
Minneapolis	108	167	38	....
Peoria	....	530	....	10
St. Louis	12	408	36	84
Seattle	121	55	....	....

was increased by \$270.74 from \$523.39 to \$794.13. Sixteen district meetings and four directors' meetings were held during the year. Fifty-six pages of bulletins were circulated to the membership. The volume of personal correspondence handled from the association offices was almost double that of the preceding year.

Most of the work during the year was concentrated on just two special activities—the 4-H Club awards and the fertilizer Honor Roll.

**4-H Club Awards**—started just before the last convention were continued throughout the past year with about 21 more awards to be announced between now and Dec. 31. The Wisconsin Agriculturist and Farmer reported all awards made last calendar year. Since then it has been announcing our awards as made.

Every member of every 4-H Club in Wisconsin automatically participates in the project work for which our association offers these championship achievement pins and certificates. The association awards, in every case, are actually presented to the winners by local dealer members of our association.

We feel that this system of 4-H Club awards is one of the most worthwhile activities ever undertaken by our association. It shows our interest in the boys and girls who will be the future farmers and customers of our feed stores.

The fertilizer Honor Roll is merely an extension of the larger Honor Roll which has been maintained by our association since January 1935. It has been almost traditional, as you know, for fertilizer manufacturers to distribute through farmer agents. They always said, however, that they preferred legitimate dealers with warehouse facilities and in recent years the larger volume has been so distributed. Two fertilizer manufacturers voluntarily subscribed to the Honor Roll in 1937 and all doing business in Wisconsin were invited to do so for the 1938 season which just closed.

The board of directors held one meeting with executives of the fertilizer industry after which, and considerable exchange of correspondence, all but five of the manufacturers doing business in the state applied for listing on the Honor Roll. The firms doing so were obliged to give up their farmer agents and to compensate them for any possible loss through such action, the association conducted a vigorous campaign to get more Wisconsin feed dealers to handle and push the sale of Honor Roll fertilizer. We believe we gave fertilizer more favorable publicity than it ever previously received in this state.

The results were disappointing to many of our members who expected to eliminate all troubles in one year. The five manufacturers, not on the Honor Roll, took advantage of the situation to pick up many of the farmer agents dropped by the cooperating companies.

Looking at the brighter side of the picture (1) much direct selling was eliminated, (2) more feed dealers handled and pushed fertilizer than ever before (3) all of the larger and best known fertilizer manufacturers were listed on the Honor Roll and (4) most of these cooperating manufacturers increased their volume of sales in our territory.

**Unsolved Problems**—The preceding paragraphs do not review all the work of the association but they should be sufficient to show much good has been accomplished for the membership and for the industry. Now, we will point out some of the unfinished work which, if successfully completed, would make your membership considerably more valuable.

**Salt**—Our members are still complaining that the salt producers are not merchandising their product in accordance with the provisions of the Robinson-Patman act. "Consumers," such as pickle factories, canners and laundries, buy salt for a lower price (even though in smaller volume) than is available to feed dealers. The discrimination is unfair.

The association now has an attorney engaged to prepare a brief explaining our complaints for presentation to the Wisconsin Department of Agriculture and Markets and to the Federal Trade Commission.

**Trucking**—There are two phases of the trucking problem insofar as association activity is concerned. The first is to see that all present laws applying to truckers are enforced for the benefit of our membership. Some feed dealers believe that present laws, when enforced, are sufficient to eliminate the worst of truck competition with the feed trade. One of our directors, Fred Parker of Fennimore, says that the dealers of his county have found this to be true.

Another service we could perform would be to watch all applications for common carrier permits in which the trucker specifies that he intends to haul feed and grain. Hearing on one such application by a farmer from Grafton was held recently. The association appeared through an attorney and with witnesses to prove service on feed and grain was not needed in that locality. The trucker consequently amended his application to eliminate feed and grain seeking only the privilege of hauling livestock.

**Price Cutting**—Much price cutting is due to poor accounting. It is done by dealers who do not know when or why they are losing money. They do not know because their bookkeeping

## Central Retail Feed Dealers Ass'n Has Wonderful Convention

Milwaukee was again the host of the Central Retail Feed Ass'n for its thirteenth annual convention June 6 and 7 with headquarters at Hotel Schroeder. An excellent program of outstanding speakers held the attention of the delegates throughout the sessions and the same spirit of enthusiasm that marks all meetings of this association prevailed.

PRES. WM. N. KNAUF of Chilton called the first session to order in the Green Room at 10:30 Monday morning.

EDWARD S. TERRY, pres. of the Milwaukee Grain and Stock Exchange, extended a hearty welcome on behalf of the exchange.

FRED PARKER, Fennimore, responded.

PRES. KNAUF, in his annual address, stated that "taxes and expenses are mounting at such a rate that we must give some thought to the protection of our business and the interest of those we serve." Describing the shifting of agriculture he said that curtailment of cotton acreage in the south is encouraging dairy farming in that section, not only shutting off an outlet for Wisconsin dairy products, but setting up a competitor to Wisconsin's dairy interests. "Much corn acreage is going into barley," he said, "which would compete with Wisconsin malting barley." He denounced poor farm leadership as responsible for the present calamity, and predicted that conditions would be remedied only when farmers and business men worked out their problems together.

PHIL S. HANNA, Chicago, in an able talk on "The Outlook for Business" denounced government interference with business and its policy of planned scarcity. "What would European dictators give for our billion bushel wheat crop prospect, which we view as a calamity, or what would they give for our scientific developments which are being held back by high taxes?" "Business," he said, "is following the world economic curve in spite of all the foolish things that we as a nation are doing to change the trend. He denounced the theory of scarcity and the wage hour legislation, saying that agriculture will never obtain a parity price until labor gives the same dollar's worth of work to industry that it gives to agriculture. He concluded that he did not believe that the country was going to hell, but merely through hell, that disillusionment would eventually come, the trend reversed, and after retracing some steps would come back to the principals of individual initiative poorer but wiser.

ROLAND REINDERS, Elm Grove, treas., reported the financial affairs of the association in good order.

SEC'Y DAVE STEENBERGH distributed mimeographed copies of the secretary's report outlining the year's activities and touching on the unsolved problems and possible solutions.

The 13th annual convention of the Central Retail Feed Ass'n marks the completion of the organization's first dozen years of service in the feed industry. We have accomplished a great deal—much of which I have reviewed in rather lengthy annual reports. This year I intend to make a complete change and (1) only briefly review our work of the past year, (2) just as briefly suggest some problems which we have failed to solve, and (3) to frankly tell why we haven't been more active and more successful.

**Statistically**—the Central Retail Feed Ass'n prospered during the year which closed May 31, 1938. Membership was increased by approximately 30 per cent. The cash surplus or reserve

systems are inadequate and the sad part of the picture is that no organization has ever attempted to prepare a uniform accounting system for feed dealers although such systems are available in many other industries.

The Central Retail Feed Ass'n is incorporated "not for profit" and without capital stock. It can get along without capital, as such, but it does need capital as represented by membership. It needs to make no profit for itself but with membership it can pay big dividends.

Our big trouble, therefore, is that we have too many "hitch-hikers" and too few fare-paying passengers or members. Only about 25 per cent of the feed dealers of Wisconsin belong to the Central Retail Feed Ass'n yet the organization must work for all.

PRES. KNAUF appointed the following committees:

Nominations: D. R. Mihills, Fond du Lac, chairman; W. J. Borst, Brooklyn; B. J. Kegan, Deerfield; C. D. McArthur, Elgin, Ill.; Fred Schildhauer, New Holstein.

Resolutions: H. H. Humphrey, Wausau, chairman; Roland Tesch, Chilton; Fred Parker, Fennimore; J. E. Davis, Amery; E. M. Schneider, Oshkosh.

Auditing: John A. Becker, Monroe, chairman; A. H. Lois, Bassett; A. H. Roffers, Marshfield.

### Monday Afternoon Session

RALPH AMMON, acting director, Wisconsin Dept. of Agriculture and Marketing, promised the dealers that under his administration his department would exercise no dictatorial powers but would act as a service organization, and asked their help in selling the department to the farmers of the state.

GLENN FRANK, Editor of Rural Progress Magazine, delivered an address on "Politics and the American Outlook."

PROF. O. S. AAMODT, chairman agronomy dept., University of Wisconsin, exhibited and described new weeds threatening the state-bindweed and leafy spurge—and advocated eradicating them through county groups before they gain a real foothold. He urged the dealers to preach pure seed and proper varieties, and explained the purpose of the State Seed and Weed Council.

OTTO F. BAST, pres. Grain and Feed Dealers National Ass'n, addressed the meeting on "National Affairs," from which we take the following:

### National Legislation

In the last day before the final House vote on the wages and hours bill, as result of a well organized united protest on the part of the grain and feed trade, an amendment was adopted exempting industries in the area of agricultural production which handle or store for the farmer. This is the so-called Biermann amendment. This amendment, if retained by the conference com'ite, will exempt country grain elevators and other similar industries from the provisions of the Labor bill. We desire this desirable since the country elevator business is highly seasonal and the change from a monthly pay basis to a daily or hourly pay basis would be a great nuisance to the industry and no gain to the employee.

In our National office we know that feed groups like this have been greatly concerned over this bill. The feed com'ite of the ass'n, under the chairmanship of E. C. Dreyer of St. Louis and including your own secretary, Dave Steenbergh, has been following this bill closely thruout the Congressional Session. We have been much concerned with getting retail feed stores exempted entirely from the provisions of the Act, and in getting for country elevators either a relaxation of the hours' provisions in rush seasons, or in their complete exemption under the bill. Those of you who buy from and sell to the farmer would do well to express your views on this bill to the conference com'ite, U. S. Congress, Washington, D. C., and if you are interested in the coun-

try elevator, you may want to urge the final adoption of the Biermann amendment.

**Truck Competition.**—We are faced with a well organized and well financed opposition whenever we attempt to get state regulatory laws; this opposition is concerned with the business of saving the trucker from unequal and unfair taxation and restriction. We are sympathetic with that feeling for the trucker has his place, so our immediate problem is to arrive at some general understanding on the responsibility of the person who uses the public highway as the principal location of his business. I think we should discuss this matter with an open mind and be fair. It will take the best minds of the grain and trucking business to arrive at some agreement as to the point where trucking becomes an illegitimate business.

**Licensing Country Elevators.**—Another example of what united effort will accomplish was shown in the announcement by the federal government made last Saturday abandoning the plan to license country elevators for grain storage. The original plan was to acquire federal licensing of country elevators before they could become store houses of grains under loans of the Federal Crop Insurance Corporation. Protests against this plan poured into Washington and as a result a conference was arranged and thru the united effort of our many northwest feed and country elevator associations a hearing was given our group and we were given an opportunity to show that we had real cause for complaint since our warehousing laws fully protected grain in storage and there was no need for this additional licensing.

**Private Enterprise Only Can Bring Back Prosperity.**—We are proud that your organization has affiliated itself with the Grain and Feed Dealers Ass'n, proud because we frankly admit that yours is one of the best and strongest of the regional or state groups. We need your numbers and strength when we appear in Washington on matters of national import; no less do you need us to do that job for you. Together, we can serve the trade; separate, we can only half-way serve your interests. Another matter that concerns us greatly is the attempt on the part of the administration to curtail all production and activities. Of what value is hours and wages legislation if we are not permitted to produce. Look about you—you see idle money everywhere. It is of no value whatsoever. Only money that is used is of value, and what incentive has Congress given business for putting money to work. In my estimation, the largest force which is lying dormant today which can bring back prosperity is private enterprise.

Adjourned to Tuesday morning.

### The Milwaukee Banquet

An excellent dinner was served the delegates and guests in the Crystal Room, Hotel Schroeder, Monday evening. Attractive gifts were provided for each lady and an unusual number of door prizes distributed.

An elaborate floor show was staged through the courtesy of the Milwaukee Grain and Stock Exchange, and Terpsicore ruled far into the night.

### Tuesday Morning Session

PRES. KNAUF again presided at the Tuesday morning session.

W. W. CUMMINGS, sec'y, Ohio Grain, Mill and Feed Dealers Ass'n, addressed the meeting on "The Value of Getting Together" as follows:

The most sincere compliment which I can pay you is to say you look exactly like our Ohio crowd and that I feel perfectly at home with you.

Trade associations in the United States are distinctly American institutions, molded in accordance with our democratic form of government and our competitive economic system. Basically, their objectives have changed very little in the past thirty years. On the other hand, each shift in economic breezes has changed

the emphasis given to different objectives of trade associations.

During the World War their major objective was to help win the war. The depression which brought forward the National Industrial Recovery Act, again found the associations ready to co-operate with the Government in an effort to increase employment and attain business stability.

Each industry, however, has its peculiar problems. Business men recognize the complexity of their respective industries and the innumerable factors in other fields which may directly affect their own. They realize that any attempt to prescribe a single program to syn-

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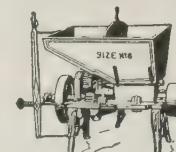
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# The GRAIN DEALERS JOURNAL

chronize the wheels of all industry by government edict might unbalance the delicate mechanism.

Trade associations adequately financed and properly managed, aim to both increase the efficiency of our economic system and to maintain the democratic principles of government by means of group action where all the factors associated with each problem may be sifted out and properly adjusted.

As secretary of the Ohio association, and as a grain merchant for many years prior to taking that office, it has been my privilege to watch the consistent advancement of the trade for more than thirty years. In this advancement associations have played the leading part. Members have learned that their competitors as a rule are pretty decent sort of people with many excellent ideas. The thoughts on business conduct, freely expressed at our meetings, alone would make association membership and convention attendance of the utmost importance and worth all that it costs. But thru your affiliation with the association you do more than reap the benefits of the other fellow's ideas. You are lending moral and financial support to the officers and committees who must constantly be on the alert against the tidal wave of attempts each year to foist upon the industry legislation which would be detrimental to it. Often the dangerous parts of these bills are couched in phraseology which hides the real meaning, and legal talent is required to suggest revisions. After that the work of your association officers is only begun, as they must, working in harmony and co-operation with other associations, follow thru to the best interests of the trade.

By bringing up this point I am not intimating that the daily grind of the association secretary is unduly difficult, but to impress on you that there is a most urgent need for your vigorous personal co-operation on all matters pertaining to your association even though, at the moment, some of these things may seem insignificant and inconsequential. Membership and the payment of dues is not enough. We must remember that he profits most who puts most into his association. Take an active part in the problems presented for discussion at the meetings and give your opinion as to the best method of handling the matter.

**Secretaries' Circle.**—Last October, at the annual meeting of the Grain & Feed Dealers National Association, in Dallas, Texas, a number of the secretaries of the state grain and feed dealers' associations wisely organized a secretaries' circle, to be composed of the secretaries of the grain and feed associations affiliated with the National Association. There are 23 of these organizations, and the secretaries in addition to exchanging their regular bulletins, also write to each secretary once each month making suggestions for improvement of association work, or commenting on suggestions made by other secretaries. While attending to the work in their own organization, these representatives of the 23 groups will undoubtedly be spokesmen for the entire country when necessity requires the backing of thousands of men interested in grain and feed. This new society should be a power in protesting the federal laws which would be inimical to and further hamper progress of the grain and feed industry.

**Grading Schools.**—Another worth while effort has been the grain grading schools which have been arranged and sponsored by the secretaries of several state associations in the winter wheat belt. These schools are conducted by the U. S. Department of Agriculture and are absolutely free and have resulted in making the grain buyer "grain grading conscious," and to realize that his effort to please the farmer by buying his off grade grain at a small discount has resulted in an actual loss to himself.

Too often dealers are lax in determining just what the grain is actually worth by making proper tests when buying it, forgetting that the profit on a car is made at the time of purchase just as much as at the time of sale. Our own members have realized that the old method of buying grain by smell and feel is a thing of the past and have equipped themselves with moisture and weight testing apparatus to enable them to buy the grain right. By having this equipment they can show the farmer just what the grain will grade in the market and the discount they will have to take on the grain.

Last year about 100 electric moisture meters were sold in Ohio and they were surely needed. The continued rains before and during harvest left the wheat in very bad condition, testing in moisture about 18% and in weight running from .44 to .58 pounds. The moisture meters paid for themselves in a very short time and also enabled the dealer to do business at a profit, as the discounts on low grade wheat were very heavy.

F. B. SWINGLE, editor, Wisconsin Agriculturalist and Farmer, Racine, presented the Award of Merit and gold pin, the association's annual presentation for outstanding 4-H Club work, to T. L. Bewick, Madison, state 4-H Club leader, for his activities. Mr. Bewick described the club's work and accomplishments,

and lauded the work of Prof. Moore and Prof. Hatch of the University.

A. G. Philips, sales mgr., Allied Mills, Inc., gave the dealers some real pointers on "Retail Merchandising."

JOHN A. BECKER, Monroe, read the report of the auditing committee, which was accepted.

FRED E. PARKER, Fennimore, acting for H. H. Humphrey, read the following resolution which was unanimously adopted:

WHEREAS the feed and fertilizer inspection service has been ordered transferred to the newly created inspection bureau and

WHEREAS by such transfer the work carried out by the two inspectors would be shifted as part time duty to a large number of inexperienced inspectors, many with no technical agricultural training or background so essential for this work,

WHEREAS we who pay a large share of the registration fees which entirely support this inspection work are vitally interested in maintaining an intelligent, helpful and efficient field service be it

RESOLVED that it is the sense of this association that the service now performed for us and our customers could in no way be benefited and would tend to disrupt the present efficient functioning of this department, and that we vigorously oppose any change in the present organization which has been built up after years of effort to its present high standard of efficiency.

And Be it further resolved that a copy of this resolution be presented to the governor and to the reorganization board, and that a committee be appointed to direct efforts toward executing the intent of this resolution.

Resolutions were also adopted extending thanks to the officers for their efficient service the past year to the Milwaukee Grain and Stock Exchange for their entertainment, the speakers at the convention, and the Blatz Brewing Co. for the Stag Luncheon.

DON MIHILLS, Fond du Lac, presented the report of the nominations committee naming the following directors who were unanimously elected for a three year term: M. E. Shurtliff, Elgin, Ill.; Paul Gebert, Jr., Merrill, and James Keegan, Richland Center.

At a meeting of the directors the following officers were chosen: Pres. Wm. Knauf, Chilton; V. P. Fred E. Parker, Fennimore; Sec'y Treas. Colby Porter, Fox Lake; Executive Sec'y Dave Steenbergh, Milwaukee.

A motion was presented and passed that Article 2 of the By-Laws of the corporation be amended by the addition of the following paragraphs:

8. When any member shall be proved guilty of wilful, unethical business conduct, or violation of trade practices generally recognized and accepted by the industry, such as might reflect on the good reputation of the corporation, his membership may be canceled by majority vote at any regularly convened meeting of the board of directors.

PRES. KNAUF appointed James Bint, Union Grove; Colby Porter, Fox Lake; and Don Mi-hills, Fond du Lac, a committee to present the inspection resolution at Madison.

## The Stag Luncheon

After adjournment of business sessions Blatz Brewery and John Russert, brewmaster, were hosts to the delegates and guests at the brewery where an excellent buffet lunch was served with unlimited quantities of Old Heidelberg and German music to round out the occasion. Mementos of the party were given each guest.

## Convention Notes

Stratton Grain Co.'s suite was a popular rendezvous following sessions.

La Budde Grain and Feed Co. was host in the Club Room where entertainment and other things were on tap at all times.

Registration exceeded 700.

The Hobelbank operated by Deutsch and Sickert rang with German songs.

Drawings for cash prizes were held at the opening and close of all business sessions, and musical acts preceded each meeting.

A model of the Eagle Roller Mill's elevator

and feed plant recently completed by T. E. Ibberson Co. at Essig, Minn., was displayed by Strong Scott Co. who was represented by Fred Chase. Fred Holtby represented T. E. Ibber-

son. Bob Crawford and Bill Westerman distributed Oyster Shell cigars.

Nitrogen headquarters was a popular spot.

## Feed Prices

The following table shows the closing bid price each week for September futures of of standard bran and gray shorts, spot cottonseed meal, soybean meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis	Kansas City		
	Bran	Midds	Bran	Shorts
Apr. 2.....	19.00	18.50	14.50	17.00
Apr. 9.....	18.50	18.00	14.60	17.00
Apr. 16.....	17.50	17.50	14.00	16.70
Apr. 23.....	18.50	18.50	14.45	16.75
Apr. 30.....	19.00	18.50	13.55	15.85
May 7.....	18.50	18.00	13.50	16.15
May 14.....	18.50	18.75	13.65	16.50
May 21.....	18.00	19.00	13.05	16.25
May 28.....	17.00	18.00	12.25	15.15
June 4.....	14.50	17.00	12.20	15.20

	St. Louis	Chicago		
	Bran	Shorts	Soybeans	Meal
Apr. 2.....	17.65	19.25	97 1/2	26.50
Apr. 9.....	17.45	19.10	93 1/4	26.50
Apr. 16.....	17.00	19.00	93 1/4	25.50
Apr. 23.....	16.20	18.85	90	25.50
Apr. 30.....	15.75	17.75	91	26.00
May 7.....	15.65	18.25	94 1/4	26.20
May 14.....	16.90	18.75	91 1/4	26.00
May 21.....	16.25	18.25	91	26.00
May 28.....	14.50	17.20	87	25.00
June 4.....	15.85	17.25	86	25.70

	Ft. Worth	Memphis	Kansas City	Chicago
	Cottonseed Meal		Alfalfa	Corn
Apr. 2.....	24.50	21.10	22.00	61 1/2
Apr. 9.....	24.50	21.80	21.00	60 1/2
Apr. 16.....	24.50	21.25	19.50	60 1/2
Apr. 23.....	24.50	21.75	19.50	60
Apr. 30.....	24.50	21.50	19.50	59 1/2
May 7.....	24.50	20.35	19.50	59 1/2
May 14.....	24.50	21.00	19.50	60 1/2
May 21.....	23.50	21.00	19.50	58 1/2
May 28.....	24.50	21.00	19.50	55 1/2
June 4.....	24.50	20.25	19.00	58

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## Texas Feed Mfrs. Meet

Pres. Chas. P. Shearn, Jr., of Houston, called the annual meeting of the Texas Feed Manufacturers' Ass'n to order in the Hotel Texas, Fort Worth, May 19, with over 20 in attendance.

R. E. COWLEY of Fort Worth welcomed the delegates.

F. D. FULLER, College Station, Tex., now pres. of the Ass'n of Southern Feed Control Officials, delivered an address stressing cooperation between mixed feed manufacturers and feed control officials.

R. M. FIELD, pres. American Feed Mfrs. Ass'n, came by plane the night before from Chicago, told of the work that the Ass'n is doing, and urged a larger attendance from Texas at the French Lick meeting of his Ass'n.

A. H. DEMKE, Stephenville, Texas, executive sec'y of the Texas Baby Chick Ass'n, spoke on the coming World's Poultry Congress, and then at considerable length on the "More Egg Consumption" campaign, on which the Texas association has lately embarked.

He said: "The hatching season which is drawing to a close has clearly proven, taking the country as a whole, that people have not purchased the so-called egg producing breeds of chicks. The farmers made no objection to speak of about the price of chicks. They simply said, 'there is no money in eggs' and, therefore, they didn't want chicks.

"For the same reason, they have been selling off their chickens at an unusually rapid pace. A well known Texas poultry processor recently told me that his concern lost \$9,000 in a few days on poultry because it came in faster than they could handle it."

C. A. EVANS, a member of the traffic committee, spoke on "Traffic Trends," alluding to proposed charges for transit and daily cancellation of surplus tonnage, which led to some discussion, some expressing the view that the trade should make some allowance for the plight of the railroads and treat such efforts on their part with more tolerance, while others vehemently asserted that unless the tendency on the part of the carrier to take more and more was curbed, the business of the association members would ultimately be reduced to a local affair.

R. W. BRIDGES addressed the meeting with reference to articles favorable to cottonseed meal, written by A. L. Ward of the National Cottonseed Products Ass'n. It was voted that the incoming president appoint a com'ite of three on publicity to handle such matters as may come up from time to time, and any other publicity for the good of the organization.

W. J. LAWTHER, Dallas, said that overhead costs are too high and margin of profit too low, and that something should be done about it. This evidently touched a condition close to the hearts of all present, as a very active discussion followed, in which much information was freely exchanged. No concrete remedy emerged immediately, unless it was the suggestion by one prominent miller of both feed and flour, who prescribed "more backbone and less wishbone" on the part of the trade as the only hope. However, the executive committee was instructed to appoint a committee to investigate costs and price structure.

On motion of W. N. Martin, seconded by W. R. Archer, that the executive com'ite investigate manufacturing costs, price structures and margins and obtain definite figures. After much discussion the motion carried.

A motion that the Traffic com'ite be increased to include R. T. Baker, C. A. Evans, W. P. Bomar and Mensing West was adopted.

It was decided that hereafter the annual meeting will be held in May on the day before that of the Texas Grain & Feed Dealers' Association and in the same city.

Officers elected for the ensuing year are: P. F. Walsh, pres.; W. P. Bomar, vice pres.; and Gus Cranz, of Terminal Grain Co., sec'y.

treas., succeeding Mr. Walsh, thus placing all the officers in Fort Worth. Directors for the ensuing year are: E. C. Downman, Wiley Atkins, W. H. Culpepper, Al Liebscher, Ben Schmitt, Charles P. Shearn, Jr., Houston, and Joe S. Morris, Amarillo.

## Alfalfa Meal Production Declining

Alfalfa meal production declined during April, with the output only about 10,780 tons, states the Buro of Agricultural Economics. This compares with a monthly average for the preceding 10 months of 24,300 tons. April output totaled 17,480 tons last year and 15,270 tons 2 years ago. Production for the 11 months ended April 30 aggregated 253,900 tons, against 294,350 tons last year, and 203,400 tons 2 years earlier. Mills in the southwest were working on new crop alfalfa hay.

## Many Dog Foods of Poor Quality

A. Arnold and C. A. Elvehjem tested 18 samples of commercial canned dog foods for their protein, fat, carbohydrate, vitamin A, B complex, D and E, and mineral value. Foods allowing good growth of rats all contained about 10 per cent protein, and others giving poorer growth only 5 to 6 per cent. The fat and carbohydrate contents varied over a wide range but this is considered permissible in dog foods.

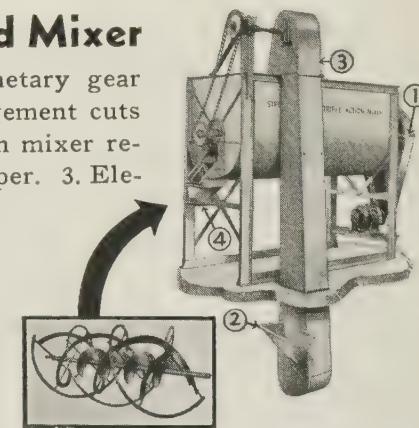
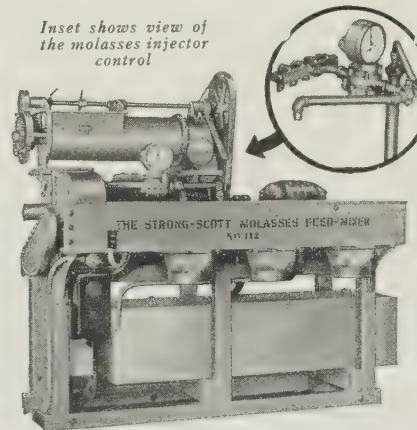
The probable vitamin and mineral requirements of dogs were considered, and optimum levels for the vitamin content of foods suggested by the authors in the Journal of the American Veterinary Medical Ass'n.

Only 7 of the samples tested were rated as adequate sources of all food essentials, the others ranged from borderline to poor in quality.

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INSET—Specially designed agitator cylinder, which, with Planetary gear speed reducer, saves 25% to 50% on operating costs.

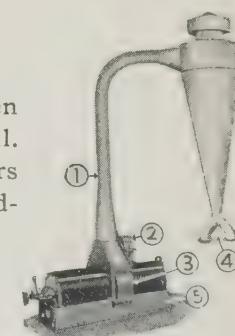


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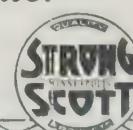
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# Poultry Feeds and Feeding

As a starting mash for turkeys the following is recommended by W. A. Billings, of the University Farm, Minnesota: All ingredients (expressed in pounds) are included: corn 21, wheat bran 10, flour mids 15, ground oats or barley 10, alfalfa leaf meal 15, meat scrap 20, soybean oil meal 10, dried milk 5, salt 1, oyster shell 1, and cod liver oil 2.

**Washington, D. C.**—The feed-egg ratio at Chicago usually rises during the spring. This year it has a downward trend. When the ratio for each week is expressed as a percentage of the 1925-34 average for that week the decline is quite clear. It is likely that most of 1938 will be characterized by a below-average feed-egg ratio. The favorable feed situation and the present small numbers of layers are the major factors tending toward a larger hatch in 1938 than in 1937. The likelihood of a larger hatch is based on the 6 per cent increase in January-April commercial hatchings and 15 per cent increase in numbers of young chicks per farm flock on May 1.—U. S. D. A.

In a comparison of four rations for growing chicks, in each of which corn meal and weatings (wheat feed) comprised 70 per cent of the ration, equal proportions of corn and weatings produced heavier birds at 8 weeks of age than proportions of 7:3, 3:2, and 2:3. However, at 14 weeks of age there was little difference in the average weight of birds or in total feed consumed per pound of gain on the four rations. During a subsequent fattening period the average rate of gain for cockerels increased with each additional increment of weatings in the ration, i.e., most rapid gains were obtained at a corn:weatings ratio of 2:3 and least rapid gains at the rate of 7:3. In another fattening trial a ration of 5 parts of skim milk powder and 95 parts of ground oats gave as good fattening and proved more economical than a ration of ground oats mixed with skim milk or equal parts of skim milk and water.—A. J. Macdonald and J. W. T. Kay in Harper Adams Agr. Col. Bul. 14.

## Loss of Carotene in Storage

The rate of loss of carotene is similar in alfalfa, timothy and clover hays when stored under comparable conditions, according to Kane, Wiseman and Cary, writing in the Journal of Agricultural Research. Baled hays stored in a rather dark, unheated barn loft lost on an average about 3% of carotene per month when the outside temperature was 7.2° or less, 6.5% per month when the outside temperature ranged from 7.2° to 18.9° and 21% per month during the first summer after cutting when the outside temperature was above 18.9° and 11% per month during the second summer. Alfalfa meals lost carotene at the same rate during storage regardless of the degree of fineness to which they were ground and at practically the same rate as the corresponding baled hay.

The percentage rate of loss of carotene in the stored hays and meals was much more rapid than that of their natural green color.

## Varying Results from Charcoal

The experiments of Mangold and Damkohler in Berlin suggested that the inclusion of 10 per cent charcoal to a fattening ration resulted in increased live weights as compared with control birds not receiving charcoal.

The results obtained by the author with cockerels were not only that the charcoal birds failed to beat the control birds in live weight gains during each of the three tests, but lower gains were recorded for these specially fed birds. The charcoal birds were inferior in condition as compared with the control groups. Charcoal is obviously of no

value to the fatterer when used at a rate of 10 per cent, and is likely to result in a financial loss if added to an average English fattening ration. Results with 5 per cent charcoal did not indicate that any benefit was obtained by this addition to the mash. Neither in growth up to 15 weeks nor in health were the charcoal-fed birds superior to the control pens.—F. C. Bobby, in the Feathered World.

## Vitamin G Requirements of Young Poults

By THOMAS H. JUKES, division of poultry husbandry, University of California.

The basal heated diet used for studying filtrate factor deficiency in chicks was found not to be suitable for experiments with pouls, since it produced very poor growth even when supplemented with liver filtrate.

Basal diets of unheated natural foodstuffs were devised for the production of filtrate factor deficiency in pouls. Slow growth and high mortality occurred on these basal diets. Growth was improved and mortality was reduced by adding filtrate factor concentrates prepared from rice bran, liver, or whey.

The requirement for maximal growth under the conditions of the experiment was about one unit of filtrate factor per gram of ration.

The conclusions are drawn that pouls need the filtrate factor and that their quantitative requirements per unit weight of feed are about the same as those of chicks, but mortality may be higher in pouls than in chicks on diets deficient in this vitamin.

A basal diet of ground yellow corn, wheat middlings, washed casein, and rice bran filtrate, supplemented with minerals, cod liver oil, and vitamin K concentrate, was used for experiments on riboflavin deficiency in pouls. Pouls on the basal diet grew slowly and started to develop dermatitis in about two weeks often shortly followed by death. The growth was much improved, dermatitis was prevented, except for a few mild cases, and mortality was greatly reduced by supplementing the diet with a fullers' earth adsorbate of whey, supplying riboflavin.

The addition to the basal diet of 1.4 per cent of a whey adsorbate which supplied about 60 modified Bourquin and Sherman units of "vitamin G" (riboflavin) per gram was sufficient to provide for maximal early growth under the conditions of the experiment. Higher levels resulted in slightly poorer growth. Experiments in progress (Jukes, 1938, unpublished) indicate that 1 per cent of the whey adsorbate fed to chicks provides a growth stimulus roughly equivalent to 0.00013 per cent of synthetic riboflavin, and that an eluate of 1 gram of the whey adsorbate gives a yellow color corresponding to between 150 and 160 micrograms of synthetic riboflavin when measured in a photoelectric colorimeter.

No "curled toe" paralysis, as developed by chicks deficient in riboflavin, was observed in any of the experiments.

Alfalfa meal was found to prevent gizzard erosions in young pouls.

A basal diet similar to that described by Heuser (1935), but supplemented with rice bran filtrate, was fed to pouls. The birds grew slowly, developed acute dermatitis, and the mortality was high. These symptoms were prevented by supplementing the diet with 8 per cent of dried skimmilk which furnished about 11 modified Bourquin and Sherman units of "vitamin G" (riboflavin) per gram. No better growth was produced when the level of dried skimmilk was 12 per cent, but better growth was obtained by using 3 per cent of dried liver in place of 8 per cent of dried skimmilk.

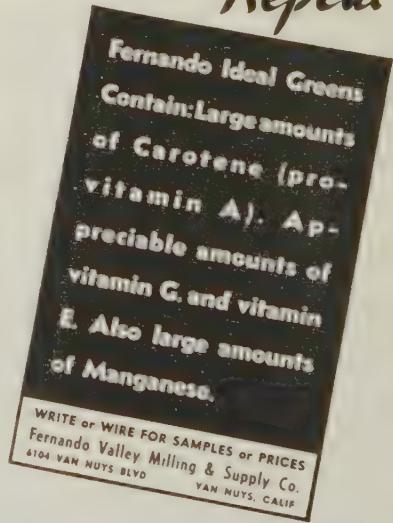
The conclusions are drawn that the riboflavin

requirement of pouls per unit weight of ration is about the same as that of chicks for early growth, and that liver contains a growth factor for pouls other than riboflavin and the filtrate factor.—*Poultry Science*.

**Refunds of hog processing taxes** to farmers in a maximum amount of \$361,000,000 is provided in a bill favorably reported to the Senate May 3 by its com'ite on agriculture. A similar move is under way in the House. Senate introduction of the bill was made by Senator Guy M. Gillette of Iowa.



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**Grain and Feed Journals**

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## Vitamin Feeding Experiments with Poultry

EGGS from hens receiving no pigmented foods contained less vitamin A than those from hens receiving yellow corn and lucerne, cod liver oil being incorporated in the diet in both cases, in experiments by W. C. Russell and M. W. Taylor, reported in *New Jersey Agriculture*. Egg yolk color proved an unreliable index of vitamin A content, tho the hens appeared to transfer to the eggs a larger proportion of the vitamin A consumed in pigmented feeds.

\* \* \*

A PROTEIN level of 18.5% for the first 12 weeks and 16% from the 13th thru the 20th week produced gains on White Leghorn chicks equal to the check pens that received an 18.5% protein ration straight thru, in experiments at the Newark, Del., agricultural experiment station. This shift in the protein level gave the lowest mortality, produced the most uniform pen of pullets, and required the lowest amount of feed per pound of gain.

\* \* \*

THE LIVER OILS of 25 species of fish were found to vary widely in their vitamin D content in assays by C. E. Bills, O. N. Massengale, M. Imboden and H. Hall, as reported in the *Journal of Nutrition*, and the authors concluded that two or more forms of vitamin D exist. Comparisons with cod liver oil as the standard were made on both rats and chickens. Oils from the bluefin tuna of California were least effective for chickens, while oil from the white sea bass of California was approximately 18 times as effective as cod liver oil. Other oils covered a wide range of effectiveness, some closely resembling cod liver oil.

\* \* \*

INTENSIVE ADMINISTRATION of vitamin A concentrate raised the concentration of vitamin A in the egg to about five times the level found on the basal diet alone, in experiments by E. M. Cruickshank and T. Moore, reported in the *Biochemical Journal*. Concentrates used were cod liver oil at the rate of 10% of the diet, and carotene.

In spite of the great increases in the vitamin A content of the eggs, the proportion of the ingested vitamin A that appeared in the eggs amounted to only 2% and 0.2% for the cod liver oil and the carotene feeding, respectively. The hen automatically limited the amount of vitamin A she would pass on to the egg, and that she would retain in her system.

\* \* \*

FLAVINES are essential in chick nutrition, and the beneficial effects from feeding yeast, liver and other products to poultry are largely due to the flavine content of these products, conclude R. M. Bethke, P. R. Record and O. H. M. Wilder, from experiments dealing with vitamin G in chick nutrition. Feeding lactoflavine to chicks which had been on a deficient basal diet for two weeks greatly stimulated growth and prevented the onset of a characteristic leg disorder.

\* \* \*

R. FANGAUF and O. Bruninghaus tested the effects on laying of animal and vegetable protein in 2 successive 9-month periods on 6 groups of laying hens. Some of the groups received rations containing very large proportions (up to 50%) of oil cake as sole protein source, while others received rations containing 25% fishmeal but no oil cake. The groups did not differ in regard to the amount of food consumed but egg yield was greatest in those receiving fishmeal, the egg yields of the other groups being inferior in winter though good in summer. Hence, in winter, vegetable protein should be supplemented with small amounts of animal protein.

## Swine Feeding Rations

Studies by C. E. Aubel and M. A. Alexander reported in Circular 187 of the Kansas Sta. for 1926-1930 deal with (1) the relative value of various protein supplements and protein supplementary mixtures for fattening swine, (2) corn v. Atlas sorgo for hogs, and (3) alfalfa pasture feeding v. dry-lot feeding for fattening spring pigs.

Cottonseed meal alone proved decidedly inferior to tankage as a supplement to corn and alfalfa pasture. However, the cottonseed meal-tankage mixture 1:1 proved a satisfactory substitute for tankage, and additions of bonemeal and ground limestone to cottonseed meal improved its feeding value. A mixture of equal parts of linseed meal and tankage was less effective than a 1:2 mixture, the latter proving equal to tankage alone as a supplement. Corn gluten meal either alone or in combination with bonemeal was an unsatisfactory substitute for tankage for fattening pigs in dry lot. Both cottonseed meal and corn gluten meal were more valuable as a protein supplement to corn when pigs had access to alfalfa pasture than when they received alfalfa hay. A ration of corn, tankage, and alfalfa hay, all self-fed, produced greater gains than one of corn and alfalfa self-fed plus tankage and shorts and hand-fed as a slop. Sixty-one per cent protein tankage promoted more rapid gains than 48 per cent.

Shelled corn produced slightly more rapid daily gains and better finish than ground Atlas sorgo when each was self-fed to fattening pigs. The sorgo proved to be 93.5 per cent as valuable as corn.

Pigs self-fed corn and tankage on alfalfa pasture made more rapid and more economical gains and consumed less than half as much tankage as pigs self-fed corn, tankage, and alfalfa hay in dry lot.

Tests from 1930 to 1935, by C. E. Aubel and W. E. Connell as reported in Circular 188, deal with (1) the relative value of various protein supplements and protein supplementary mixtures for fattening swine, (2) corn v. wheat for fattening hogs, (3) the desirability of restricting tankage in the ration of fattening pigs when self-fed corn, (4) alfalfa pasture feeding v. dry-lot feeding for fattening spring pigs, (5) preparation of the grain feed for fattening pigs, and (6) soiling alfalfa for fattening pigs.

Linseed meal or cottonseed meal fed alone or the two mixed in equal proportions proved decidedly inferior to tankage as a protein supplement. However, mixtures of tankage, linseed meal, and cottonseed meal 2:1:1 or two parts of tankage with one part of either linseed meal or cottonseed meal were practically equal to tankage alone. Tankage and alfalfa hay, each fed free-choice, and a tankage-alfalfa meal mixture 3:1 were practically equal as supplements. Sweetclover hay proved inferior to alfalfa hay, but sweetclover meal was practically equal to alfalfa meal when fed in the above manner. Semisolid buttermilk proved less effective than tankage. Meat scraps were practically as efficient as digester tankage when fed to pigs on alfalfa pasture.

Pigs receiving ground wheat required less grain and less protein supplement per unit of gain than pigs receiving shelled corn, but whole wheat proved less efficient than the corn.

Feeding tankage thruout the fattening period to pigs receiving corn and alfalfa pasture or corn and alfalfa hay in dry lot gave markedly better results than when tankage was omitted

or fed only during the early stages of the fattening period.

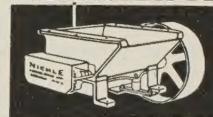
Previous observations on the value of alfalfa pasture for fattening pigs were confirmed by these studies.

There was little difference in the rate or efficiency of gain between lots receiving ground corn and shelled corn. Soaked corn increased the rate of gain but also increased the feed required per unit of gain as compared with shelled corn.

The hand-feeding of fresh-cut green alfalfa two or three times per week to pigs receiving corn and tankage was less efficient than alfalfa pasture but practically equal to alfalfa hay.

Mills reporting to the Buro of the Census ground 39,589,384 bus. wheat during March, against 38,605,479 during March, 1937. For the 9 months ending March the grind was 354,488,967 bus., against 353,069,781 during the like period of 1936-37.

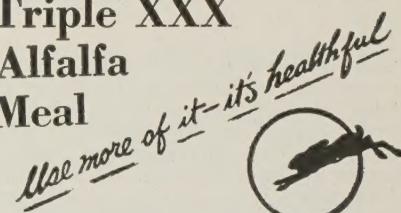
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# Pres. Field's Report to Feed Manufacturers Convention

RALPH M. FIELD, president of the American Feed Manufacturers Ass'n, at its annual convention June 9 at French Lick Springs, Ind., gave a comprehensive summary of the activities of his office during the past year:

The Ass'n is the crossroads of the feed industry, the place to which the problems come for discussion and settlement, some large and some small. It is the clearing-house thru which information passes to the members in many ways and functions as an information bureau to serve the membership. Bulletins, sometimes weekly, sometimes bimonthly, go to the membership carrying to them things of importance in regard to legislation, state and government regulations, research, and general matters on which information is helpful. Pamphlets, booklets, etc., issued by government and state departments containing beneficial information, are distributed with these bulletins.

In addition, we hold out to our members a general information service and say to them that if they want information on any subject connected with the feed industry, to write us and if we haven't the information at hand, we will get it if it is possible to obtain. Each day's mail brings individual inquiries which are carefully answered, and many of our members have expressed themselves in grateful appreciation of the value of this general information service.

**Personal Contacts:** During the past year your president has attended district or group meetings of feed manufacturers thruout the country, ranging from New England to Texas, at which both local and general problems have been made the subject of addresses, conferences and discussions which have been well worthwhile. Conferences and meetings have been held with Feed Control Officials, government officials and others connected in many ways with the business of our industry, and have been part of the year's work. These district meetings, bringing a local group of feed manufacturers together with possibly some feed control officials, are very helpful to all concerned.

**State Feed Legislation:** Due to the small number of state legislatures in session this past year, there was little legislation introduced covering changes or revisions of state feed laws. Michigan was the only state passing a new feed law and this law was passed suddenly against our expectations at the close of the session in June 1937. New York, whose general feed law did not include feed for dogs and cats, in March 1938 introduced and passed a special dog and cat food law which, as first introduced, was very objectionable but after conference with the state officials, revisions and amendments were made so as to remove objections and make the law satisfactory. This law, however, after being passed by the Legislature, was vetoed by the Governor. Many states during the year issued new and changed regulations covering the administration of their feed laws and information regarding these regulations has been furnished in various bulletins.

Due to the fact that during the 1936-37 biennial sessions of various state legislatures, new laws were passed or amendments made to the existing feed laws in about fifteen different states, it was necessary to make a general revision of our Digest of State Feed Laws embodying these changes, and this revision was completed and corrected sheets sent out to the holders of the Digests to bring the Digest completely up-to-date. The information contained in the Digest is extremely valuable to all members.

**Compulsory Trademark Registration Bills:** There were a lot of these bills introduced last year and all failed of passage. This year bills were introduced in New Jersey, New York and Virginia. The New Jersey and New York bill failed of passage and the Virginia bill was amended making registration permissive instead of compulsory, and the bill passed.

A bill has been introduced in the United States Congress by Representative Lanham of Texas, H.R. 9041, which will provide national protection for trademarks and if passed may have the effect of cutting out the crop of state registration bills.

**The Wage and Hour Bill:** Last summer the

Senate passed Senate Bill S-2475, which is the Wage and Hour Bill, commonly known as the Black-Connelly Bill. It is useless to report here the exact minimum wages and maximum hours fixed in either bill, because the bill has gone to a Conference Com'ite of the House and Senate and probably no one will recognize it when it comes out.

The com'ite on research and education, thru whose action these research and experiment bulletins were instituted something over two years ago, is to be congratulated on a very splendid piece of work, for we know of no line of information emanating from the Ass'n offices which is more sought for or more highly praised than the Research and Experiment Bulletins.

The Committee on Definitions and Contacts, appointed to confer and co-operate with the Ass'n of Feed Control Officials in the matter of definitions of feedstuffs and ingredients and with respect to regulations governing state feed laws, has been quietly doing a very admirable job. At the meeting of the Association of Feed Control Officials at Washington in November, a suggestion was put forward that a joint com'ite might be appointed from both Associations to consider all matters pertaining to definitions, regulations, etc., in the endeavor to work out a greater degree of harmony and uniformity. This suggestion was not immediately adopted but it has met with favor and it is possible that ultimately, such a joint com'ite may be agreed upon.

The southern states have established chemical standards for special purpose feeds which have not been altogether uniform and your com'ite, in conference with a group of Southern Feed Control Officials at their meeting in April, succeeded in getting an agreement approved by all the southern states except Kentucky on a basis of standards that the com'ite was satisfied with and felt would be reasonable and fair to our industry members. This step in securing uniformity of these standards has ended a long period of discussion on this subject and is a very distinct accomplishment.

Recently the state of West Virginia issued a set of proposed rules and regulations to operate in connection with the West Virginia Feed Control Law. Some of the provisions of these regulations did not meet with the approval of our members and as it was quite a comprehensive and complicated matter a conference was arranged by your com'ite with Mr. J. B. McLaughlin, Commissioner of Agriculture of West Virginia, who very kindly came to Chicago and met with us, and while at this writing the agreement reached is somewhat tentative, I think it is safe to say that due to the good work of your com'ite modifications will be made in these Regulations so that when issued, to be effective July 1, they will be quite satisfactory to all our members.

**Seventh World's Poultry Congress** is a triennial meeting of the World's Poultry Science Association. The first meeting was held in The Hague, Holland, in 1921.

The meeting comes to the United States in 1939 and will be held in Cleveland, O., July 28 to Aug. 7.

Over sixty nations have been interested in showing exhibits and taking part in the different Congresses already held. A com'ite has been formed comprising all interests in the United States in the poultry industry and its allied industries, of which feed manufacturing is one, and this Ass'n is represented on this general com'ite, which will have charge of the conduct of the United States Congress.

**National Feed Week.** This idea originated last year with the editor of one of our favorite trade papers and was carried thru to a successful conclusion with the celebration of National Feed Week thruout the United States Oct. 11 to 16, 1937.

Our Ass'n has endorsed this idea and the program will be carried out this year in a more effective manner, profiting by last year's experience, and the week of Oct. 17 to 22 has been selected for National Feed Week in 1938.

**Membership:** The Ass'n's membership list has stepped up. During the year 34 new members have been added and we have had 15 resignations.

On June 1, 1937, we had 220 members. During the year we have gained 34 and lost 15, which gives us at present 239 members in good standing.

The Traffic Com'ite has held three regular meetings during the past year besides a number of small conferences and com'ite meetings.

**Uniform Transit Rules—Eastern Territory:** In September, 1937, the railroad Com'ite in Charge had a conference with our Com'ite and a compromise was agreed upon, there being one or two rules that were not acceptable to our industry in which the wording was revised so that we felt we could accept them. The rail-

road com'ite had another meeting and without consulting us further revised the rules on a basis that was not acceptable and we were notified that the rules would be published on that basis effective January 1, 1938. Our com'ite immediately took an appeal to the Traffic Executives of all the eastern railroads, setting forth our objections and stating that we would not accept these rules as written but if necessary, would protest to the Interstate Commerce Commission, and the result was that the traffic executives notified their special com'ite not to publish the rules until they had conferred with us further. Another conference was held and our com'ite went into the matter of these disputed rules very thoroly and later on, a smaller conference brought the matter to the point where we felt that the rules would be revised to our satisfaction. Due, however, to the burden of work upon the railroad traffic departments due to the general advanced rate case Ex Parte 123, no further action has been taken with respect to publication of these uniform transit rules and the matter is still in the com'ite's hands.

**Group Unit Rule—Western Territory:** A rule which we considered satisfactory was approved by the Standing Rate Com'ite, but in the publication of this rule there were some changes made which practically nullified the usefulness of the rule as far as feed manufacturers were concerned, and while the rule is in effect, generally speaking, shippers are still continuing to surrender on a pound for pound basis and are not using the rule. The Traffic Com'ite is working to secure a further modification that will correct the defects in the rule and make it possible for shippers to operate under it.

**Some Proposed Rate Advances.** Proposals are now before the western and southwestern roads for the imposition of a transit charge of 2 cents per 100 pounds, for the establishment of a differential or milling arbitrary on grain products over grain, the amount of which arbitrary has not definitely been established but may be set at 4 cents per 100 pounds, and for a provision in transit tariffs providing for a daily cancellation of billing. These proposals are at present in a somewhat formative stage and have been discussed by the Grain Com'ite of the western roads. We insisted in line with the general agreement with the railroads that nothing of this character should be put across without the subject being formally docketed and a public hearing held, which has been agreed to, and at this writing no date has been set for the hearing.

Corn exports during April were 20,250,000 bus., perhaps the largest for any month.

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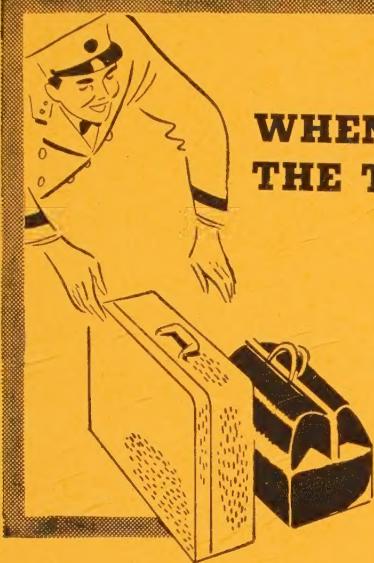
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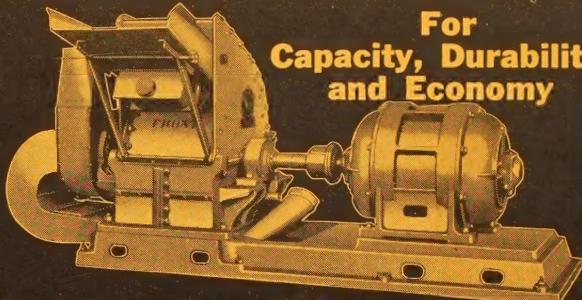
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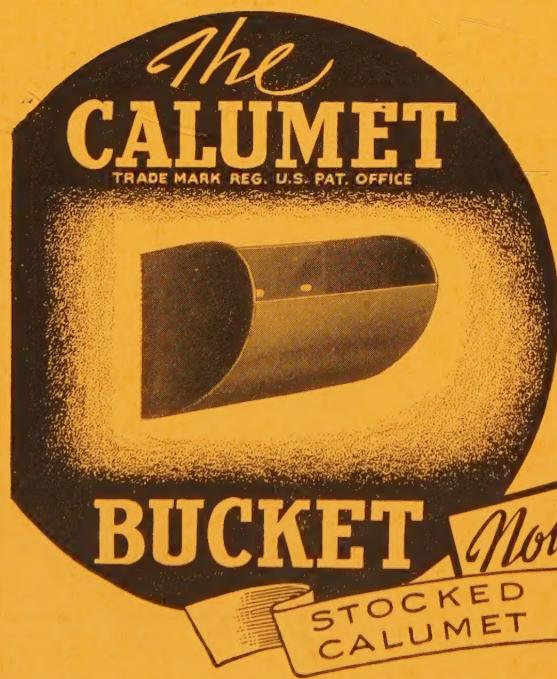
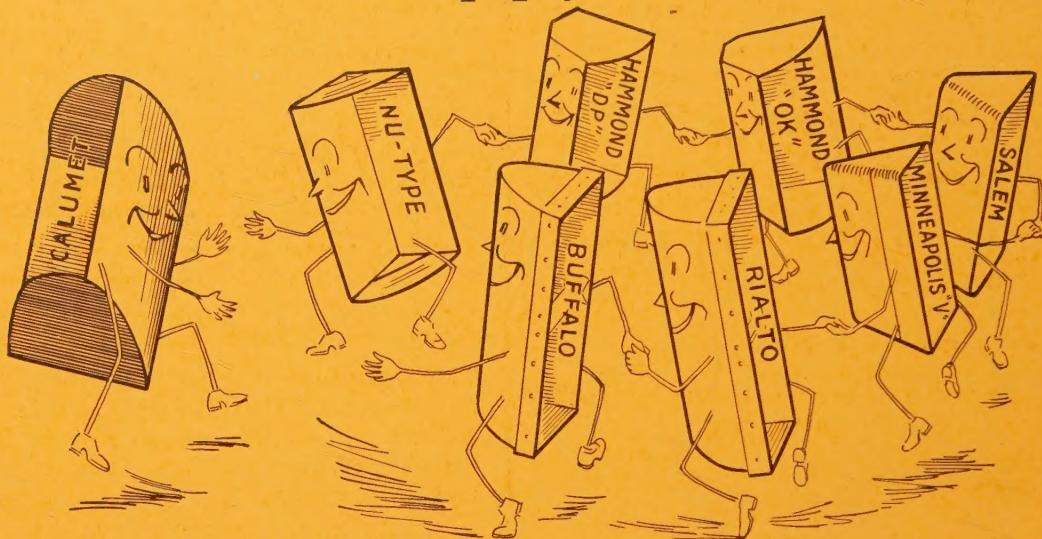
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